The National CLEANER & DYER

FIRST IN THE DRYCLEANING INDUSTRY SINCE 1910

GUIDE TO GREATER PROFITS THROUGH ROUTE SALES ..... PAGE 66

Why Routes Are Important to You

How To Select, Train, Motivate Route Salesmen

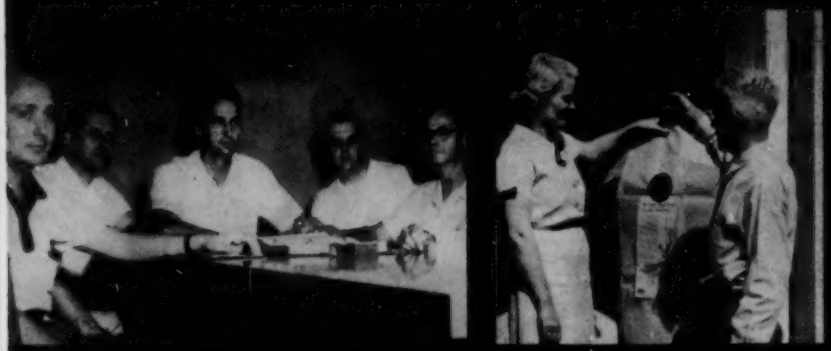
How To Split Routes

Selection of Trucks

How To Analyze Route Sales

Suggested Loading Facilities

Insurance and Safety Programs



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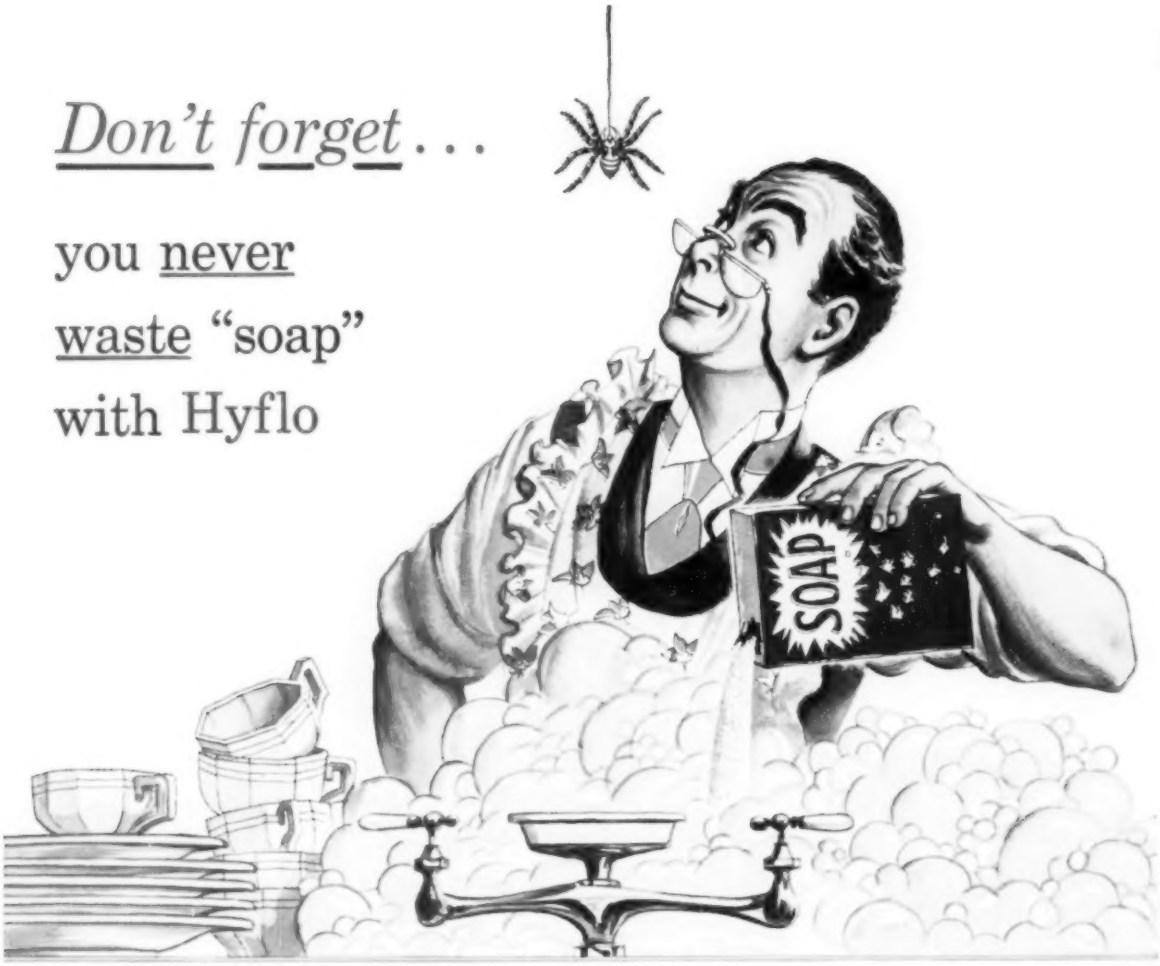
GUIDEBOOK ISSUE

OF THE DRYCLEANING INDUSTRY

MARCH, 1956

Don't forget...

you never waste "soap" with Hyflo



Johns-Manville Hyflo* is the high speed filter powder that makes solvent recovery almost automatic. It removes all solid soil and insoluble impurities yet never adsorbs or removes active detergent. This enables you to maintain a high "soap" concentration and prolong the cycles of your charged system.

Hyflo works with every type of system, filter or solvent. Most cleaners have depended on it ever since it revolutionized drycleaning methods 32 years ago. If you are not already using Hyflo, write today for name of your dealer. Address Johns-Manville, Box 60, New York 16, N. Y. In Canada, Port Credit, Ontario.

The complete filter powder service for drycleaners

- **J-M Dealers**—there's one nearby, ready to serve you
- **J-M Drycleaners Handbook**—ask your dealer for the new 7th Edition
- **J-M Engineers**—for help on your operating problems
- **J-M Drycleaning Laboratory**—for study of the latest cleaning methods

*Trade Mark Reg. U. S. Pat. Off.

Johns-Manville HYFLO

the filter powder for charged system cleaning

MILLIONS SAW IT IN McCall's!

...Here's what they say about

LINT-FREE CLING-FREE*

DRY CLEANING

Listen to the readers of McCALL'S Magazine sing the praises of the exclusive LINT-FREE CLING-FREE* dry cleaning process . . . and of the cleaners who offer it. It's happening in Pittsburgh, Los Angeles, Dallas, Norfolk, Indianapolis, St. Louis, Chicago, Columbus, New York City and other cities throughout the country. Thousands of people are discovering — requesting — returning for *more* — of this amazing new kind of dry cleaning. They see powerful ads like this one in McCALL'S. *Then* they see their dry cleaner. Here are a few excerpts from the hundreds of letters they've written us —

". . . I saw your ad in McCALL'S and was glad to learn about LINT-FREE CLING-FREE* Dry Cleaning."

"Your national ads introduced me to the most wonderful dry cleaning process. No more lint problems in our wardrobe! . . ."

"I've found a dealer who features your LINT-FREE, CLING-FREE* method. I know where to bring my clothes for cleaning now!"

"I read about LINT-FREE CLING-FREE* Dry Cleaning with your anti-static Buckeye Clean-Charge**. Please send me the name of the dry cleaner in my community using this process . . ."

New, Action-Getting SALES AIDS AVAILABLE

They'll help you tie-in with the biggest promotion in the dry cleaning industry. Write now for complete details!

Contact your nearest Buckeye Distributor for complete information about

BUCKEYE CLEAN-CHARGE**

LINT-FREE CLING-FREE* DRY CLEANING

SYMBOL OF QUALITY
THE DAVIES-YOUNG SOAP COMPANY
BOX 995 DAYTON 1, OHIO

Producers of Quality Products Since 1844

***U.S. Patent No. 2729567 covering product and process; other patents pending*
**Trademark of the Davies-Young Soap Company*

NATIONAL CLEANER & DYER, March, 1956. Published monthly by the Business Papers Division of The Reuben H. Donnelley Corp. Publication Office, 109 W. Chestnut Street, Lancaster, Penna., U. S. A. Executive and Editorial Offices: 305 East 45th Street, New York 17, N. Y. Subscription rates: United States and Canada, $4.00; Foreign, $6.00 per year. Volume 47, No. 3. Entered as 2nd class matter April 21, 1948, at the Post Office, Lancaster, Pa., under the act of March 3, 1879.

Tips for Textile Consumers

DU PONT

TECHNICAL SERVICE SECTION • TEXTILE FIBERS DEPARTMENT

E. I. DU PONT DE NEMOURS & COMPANY (INC.), WILMINGTON, DEL.

DRY CLEANING SUITS AND SLACKS OF "DACRON" OR "ORLON"

REG. U. S. PAT. OFF. REG. U. S. PAT. OFF.

Suits and slacks of "Dacron"* polyester fiber or "Orlon"* acrylic fiber and blends with other fibers have achieved wide public acceptance. These garments can be dry cleaned and pressed to your customer's satisfaction. The information contained in this bulletin is intended to provide a better understanding of processing these garments in the cleaning and pressing operations.

CLEANING

Good cleaning and soil removal can be achieved by adhering to accepted cleaning practices in either the synthetic or petroleum solvent units. Such factors as good solvent condition and moisture control are equally important in cleaning synthetic fiber garments as they are with natural fiber garments. Segregation of synthetic and natural fiber garments is neither necessary nor required.

Extraction speeds should not be excessive since high speeds may tend to set creases and wrinkles in the garments.

It is suggested that in tumbling the temperature be kept at 140°F. or below, adequate air circulation be maintained, and overloading be avoided. Excessively high tumbling temperatures will tend to cause deep set wrinkles not easily removed in pressing. It has been found helpful to remove the clothes immediately after tumbling and allow them to cool in an unrumpled state.

PRESSING

After a garment has been cleaned, it must be properly finished to give crispness, fullness and appearance.

In finishing garments of "Dacron" and "Orlon", it should be kept in mind that these fabrics are heat sensitive. [illegible] enables garments of "Dacron" and "Orlon", either in blends or 100% fabrics, to be given a sharp crease which is little affected by moisture during wear. In the pressing operation it is important to control the temperature, pressure, and contact time. Excessive steam temperature and mechanical pressure may lead to shine, glazing, and seam impressions. The temperature of the steam should be below 275°F. Accessory grid head press plates are available† which provide an even application of steam in this temperature range with normal steam supply pressures of 70–75 lbs. The textured surface of the grid plate combined with light mechanical pressure and short contact times will greatly reduce the possibility of shine and seam impressions.

All presses should be adjusted so that moderate pressure is exerted on any garment. Padding should be soft and resilient, yet firm. Padding should be changed as soon as it begins to lose its resilience. Buck covers should be replaced or cleaned as often as necessary to maintain resilience.

If hand irons are provided in pressing, steam electric irons should be used at a 275°F. setting or below.

If clinging or lint pick-up are encountered with garments of "Dacron" or "Orlon", information dealing with this situation is available in our Bulletin G2, How to Prevent Clinging in Dry Cleanable Garments. Copies are available on request.

We believe this information is the best currently available on the subject. It is offered as a possible helpful suggestion in experimentation you may care to undertake along these lines. It is subject to revision as additional knowledge and experience are gained. Du Pont makes no guarantee of results and assumes no obligation or liability whatsoever in connection with this information. This publication is not a license to operate under, or intended to suggest infringement of, any existing patents.

*Registered Du Pont trademark.
†Bishop David Freeman Company, Evanston, Illinois.

A-965

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Bulletin G9
(Rev.) December 1955

PRINTED IN U. S. A.

FINISH DACRON,* AND ORLON** BELOW 275°

says Du Pont Bulletin

SINGLE PLATE **UNSAFE** BECAUSE STEAM IS OVER 275°

FREEMAN Fabric-Safe PATENTED **DOUBLEPLATES REDUCE HEAT TO 250° FOR SAFE FINISHING OF ALL FABRICS** *including those made of* **DACRON,* ORLON****

DACRON,* ORLON and other synthetics now in over 33% of garments ...increasing every day**

FABRICS MADE OF DACRON,* ORLON, Handle as EASILY and SAFELY as WOOLS!**

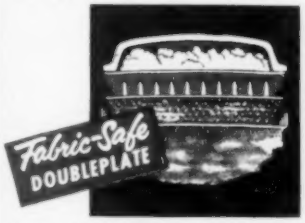
No need to classify any garments when all presses are equipped with *Fabric-Safe* DOUBLEPLATES PATENTED

SHINE & SEAM IMPRESSIONS GREATLY REDUCED

when pressed by Cat-Tongue Surface and built-in steam-conditioner of FREEMAN FABRIC-SAFE DOUBLEPLATES

HOW HAZARDS ARE ELIMINATED WITH *Fabric-Safe* DOUBLEPLATES

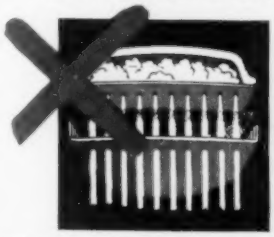
When a press is equipped with a Fabric-Safe Doubleplate, "jets" of steam from presshead ports are baffled and forced through thousands of tiny canopied open-



RIGHT

ings. Soft blanket of steam pours gently through outer plate over entire pressing area. Eliminating harsh "jets" and cooling the steam at least 50° permits safe finishing of heat-sensitive fabrics.

OLD METHOD *WRONG*



WRONG

Without a Fabric-Safe Doubleplate on the press, high-pressure steam shoots in superheated "jets" from presshead ports, drills right through grid plate, smashes into heat-sensitive fabrics with a terrific impact! Flashing out of presshead at over 300°, these "jets" permanently ruin fabric.

DuPont's trademark for polyester fiber.

DuPont's trademark for acrylic fiber.

ORDER *Fabric-Safe* DOUBLEPLATES TODAY!

SIZES		PRICES
UTILITY SIZES	38" to 45"	$29.85
HOFF. CO-5	Pantex 41 & 45, Pros. 443	29.85
MUSHROOM		21.85
LARGE SIZES	Utility over 45", Leggers	38.85

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BISHOP DAVID FREEMAN CO. EVANSTON, ILL.

BISHOP SORTER-TRANSPORTER Cuts Handling Time and Costs

- ✔ Sort Anywhere in the Plant
- ✔ Save Walking . . . Save Space . . . Save Labor
- ✔ Let in Light and Air
- ✔ Makes Sorting Simple and Effortless

BISHOP SHIRTRANSPORT When sorting by the folder is not feasible, the Bishop ShirTransport (shown above at right) is ideal means of storing and moving finished shirts from folder to sorter. Cuts handling, time, space.

Typical Cost-cutting uses:

FOLDING AND SORTING IN ONE OPERATION . . .

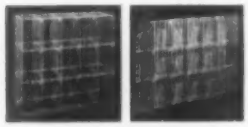
As shirt or apparel is folded, operator puts it in proper numbered bin alongside. When lot is folded, sorting is already done.

A FLEXIBLE SPACE-SAVING SORTING DEPT.

Set bins in "V," "U," etc. to fit a given space. Roll bins away (or fold) to use area for other work.

A FAST-MOVING SAFE TRANSPORTER . . .

Sturdy, all-steel unit rolls easily on 3" swivel wheels. No crushing of finished articles.



AVAILABLE IN BINS ONLY (NO BASE OR WHEELS)

Collapsible steel-rod units to set on tables or fixed bases are also obtainable. Ask for prices.

BISHOP SORTER-TRANSPORTERS

COME IN 3 TYPES 10-BIN 15-BIN 20-BIN **. . . 2 SIZES** BINS 10" WIDE BINS 13" WIDE

FOR SHIRTS:
Each bin 10" wide, 18" deep, 15" high

10 BINS, Model B29-1010: Three 3-bin tiers plus top bin 20"x10"x18", and overflow section 10"x10"x18"; floor space 31"x20"; height 76"; ship. wt. 80 lbs. **$69.00** ea.

15 BINS, Model B29-3: Three 5-bin tiers; floor space 54"x20"; height 59"; shipping weight 140 lbs. **$99.00** ea.

20 BINS, Model B29-20: Four 5-bin tiers; floor space 54"x20"; height 74"; shipping weight 170 lbs. **$109.00** ea.

FOR WEARING APPAREL
Each bin 13" wide, 18" deep, 15" high

10 BINS, Model B29-1013: Three 3-bin tiers, plus top bin 26"x10"x18", and overflow section 13"x10"x18"; floor space 41"x20"; height 76"; ship. wt. 100 lbs. **$79.00** ea.

15 BINS, Model B29-8: Three 5-bin tiers; floor space 69"x20"; height 59"; shipping weight 150 lbs. **$110.00** ea.

20 BINS, Model B29-21: Four 5-bin tiers; floor space 69"x20"; height 74"; shipping weight 180 lbs. **$127.00** ea.

Order Now **FROM YOUR SUPPLIER . . . HE IS OUR DISTRIBUTOR**

©1956 BDF CO.

BISHOP DAVID FREEMAN CO. EVANSTON, ILL.

"300% HIKE IN SPORT SHIRT VOLUME is due to perfect no-glaze finishing," says Sam Price (rt.) of Pilgrim Laundry, Chicago. Phenomenal boost started last spring when one of five 3-girl shirt units was equipped with Freeman Laundry Sport Shirt Pressplates, and routemen talked up "guaranteed glazeless, natural finish on sport shirts." Nearly 3,000 sport shirts a week are now being pressed with "natural" finish on one unit at same speed dress shirts. Big reason for getting more shirts out of homes, says Mr. Price, is that his customers pay ONLY dress shirt prices for beautiful sport shirt finishing.

ACETATE SPORT SHIRTS finished without glaze at dress shirt speed and cost. Collar-and-Cuff press shown here is one of six in Pilgrim unit equipped with Freeman Sport-Shirt Pressplates.

FREEMAN plates attach to head of press quickly, by means of special hooks. By simple removal of plates, unit is ready for dress shirts again.

finishing sport shirts at dress shirt rates† on present shirt units

Shirt laundries at last can offer their customers beautifully-finished sport shirts produced at standard dress shirt speed. Scores of plants are proving that fact daily.

Millions of sport shirts are just waiting for professional laundering at dress shirt prices. In 1955, for instance, for every dress shirt, two sport shirts were manufactured!

Although 63% of sport shirts are cotton, many plants price them at the same high level as sport shirts of acetate and other synthetics. So thousands of the cotton sport shirts "stayed home." And with them stayed a lot of dress shirts, too!

Another big chunk of the sport shirt market was lost because most plants couldn't finish the synthetics without ugly glaze on collar, cuffs, bosom and yoke.

Yet the sport shirt potential is so terrific, it could easily put a plant now operating in the red right back into the black.

Without complicated machinery, or change in shirt units, or change in operator procedure, any shirt laundry can now produce customer-pleasing sport shirts by attaching Freeman Laundry Sport-Shirt Pressplates to the heads of shirt presses.

The plates have a *special surface that avoids glaze completely.* (Heat-treated springs fitted with tooled plastic knobs allow plates to be attached or removed in about one minute per press.)

Shirt laundrymen who see what Freeman plates do always go after sport-shirt business without delay, advertising and selling aggressively. One user offered sport shirts at dress-shirt prices; another even guaranteed "No-Shine Finishing."

Another advantage of Freeman Laundry Pressplates, besides all the promotional possibilities to users, is the classification feature.

Practically speaking, you can't identify the many types of fibers and blends of fibers used today. But with Freeman plates, you only need to separate sport from dress shirts. You don't have to classify cottons, acetates, Dacron,* Orlon** or any other synthetic. All "sports," whatever their fabric content, can be finished without ugly glaze.

Because they give sport shirts a "showcase" appearance, finish them at dress-shirt speed† and allow the presses to be changed back to a dress-shirt unit in about 3 minutes *simply by removing the plates,* it is obvious that Freeman Sport-Shirt Pressplates are the one answer to "getting sport shirts out of the home."

You, too, can cash in on the great sport shirt market. Ask your jobber for information today!

*DuPont's trademark for polyester fiber.
**DuPont's trademark for acrylic fiber.
† On shirts of comparable weight and construction

FREEMAN "NO-GLAZE" LAUNDRY SPORT-SHIRT PRESSPLATES

For Typical 2-Girl Unit, $140.00

Collar-&-Cuff	$49.50
Yoke	23.50
Bosom	39.50
Sleever	27.50

For Typical 3-Girl Unit, $179.50

Above four plates, plus

Body	39.50

Also Furnished for Other Presses:

Cuff-&-Gusset	27.00
Cuff	17.50
Collar	19.50
Bosom-&-Body	39.50

AVAILABLE IN FULL SETS TO FIT MOST SHIRT UNITS

(Not currently available for cabinet-type presses)

Bishop David Freeman Co.

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PAID ADVERTISEMENT

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NEW SYNTHETIC

Cyclo "S"

TRADE MARK

SOAPLESS PRESPOTTER

Cyclo "S" is designed specifically for prespotting in modern charge system plants where build-up of true soap compounds is objectionable.
Unlike the standard Cyclo, two components of which comprise true soap and moisture, the new synthetic Cyclo "S" is both soapless and anhydrous.

Same instructions as for standard Cyclo. Cyclo "S" may be used in all of the famous formulas which have been popular with the old standard Cyclo since 1927. Two of the most extensively used formulas are as follows:

PRESPOT FORMULA for food and perspiration	1 PART CYCLO "S" 1 PART SOLVENT 1 PART WATER
RECLEAN FORMULA for paint, oil and grease	1 PART CYCLO "S" 2 PARTS PICRIN

INDUSTRIAL CHEMISTS SINCE 1876

R. R. STREET & CO., INC.

561 W. Monroe St., Chicago 6, U.S.A.

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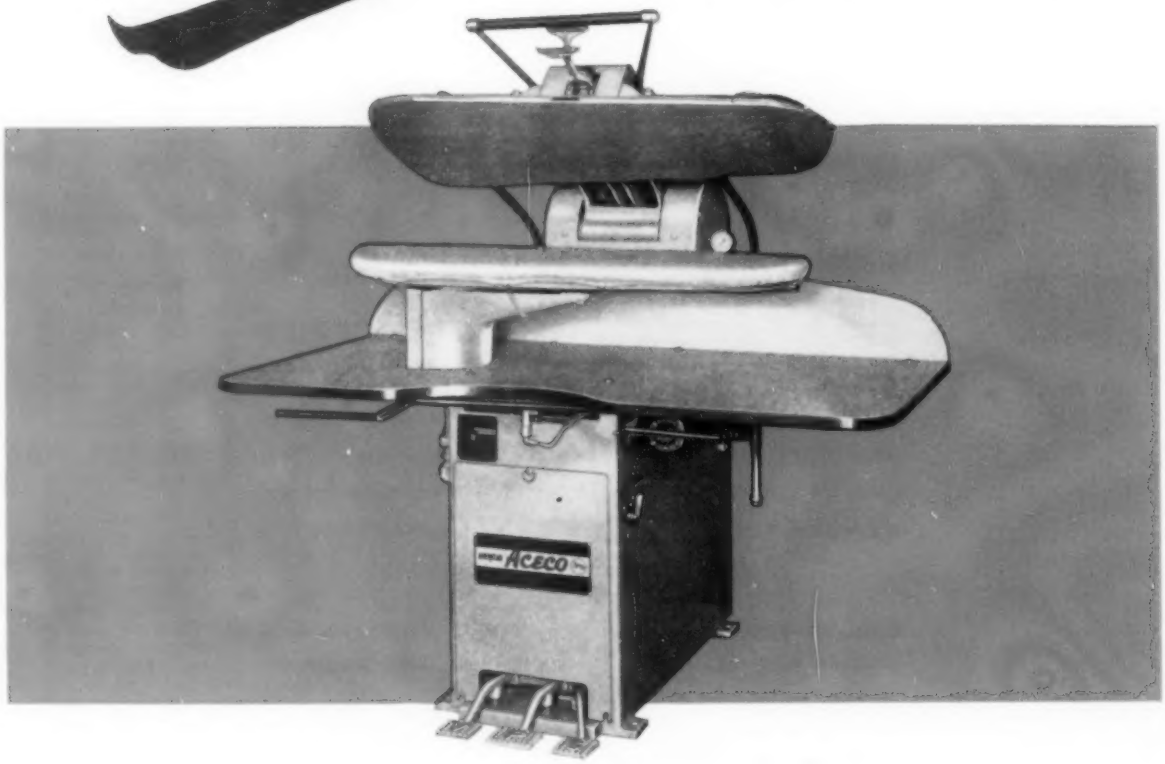
Printed in U.S.A.

USE ALL FORMULAS AS RECOMMENDED FOR STANDARD CYCLO

CYS-237

ACE-CO* HAS THE FASTEST

With Revolutionary



The response to the new Model "B" Twin-Head Control Press has been overwhelming. This new concept in head control appears to be just what the industry wants and has been waiting for. Beginners learn faster, turn out quality press jobs right from the start. Gone are the days when valuable production time is wasted correcting poor pressing quality.

In fact, this new ACECO Air-Driven Press has many advantages over other presses. Faster steaming from both the head and buck because steam flow is more direct than on any press. And a finger touch on the Double-Handle Steaming Control starts head steaming as the head lowers. This means no lost motion, speeds up pressing.

The ACECO Air-Driven Press *is not* hydraulic . . . operates strictly on air pressure. You get no messy leakage of oil; less maintenance and super-smooth control.

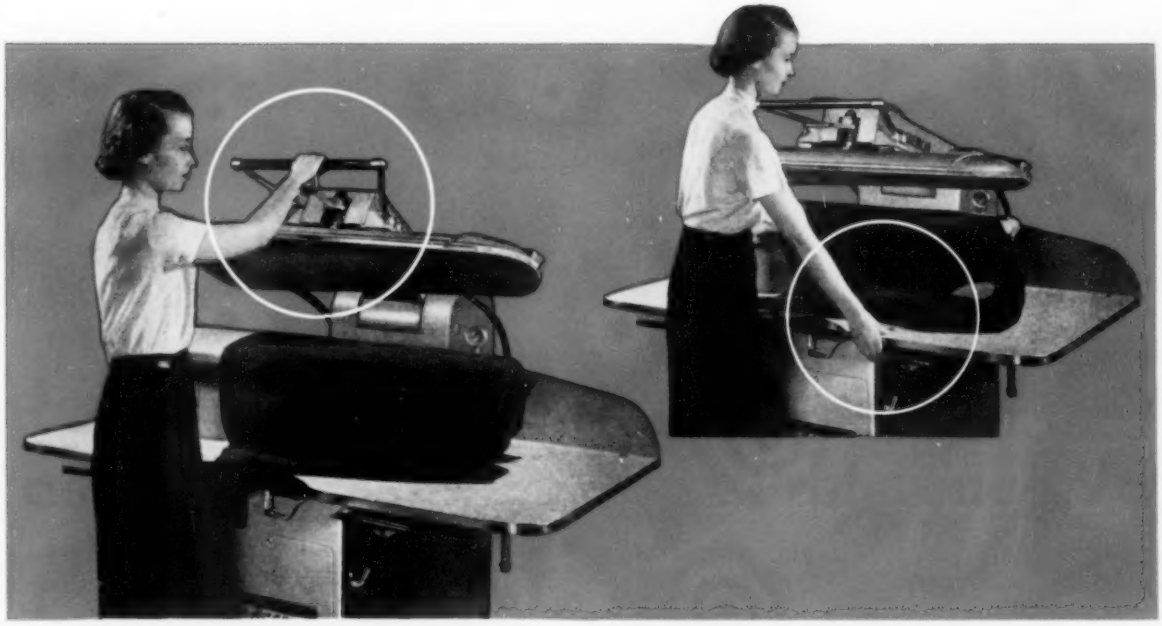
Has handy finger Valve Lever for optional locking head in high pressure. Lever turned up . . . head locks when pressure treadle is depressed. Turned sideways . . . head does not lock in high pressure.

The ACECO Press is the fastest, most efficient press you can have in your plant.

* American Cleaners Equipment Co.
Division of The American Laundry Machinery Company

DRY CLEANING PRESS *OF THEM ALL!*

New Twin Head Control for Easy Operation



THIS IS EASY OPERATION!

A light touch to the Bar-Handle Control is all that's needed and down comes the head—smoothly, quickly, firmly. Performs for beginners and old-timers alike with *natural* hand movement.

THIS, TOO, IS EASY OPERATION!

The new Table Control may be operated by either left or right handers. You get the same smooth, firm head operation as you do with the Bar-Handle Control on head. Also available with head or table control only.

American

American Cleaners Equipment Co., Cincinnati 12, Ohio
Division of The American Laundry Machinery Company

You can depend on your American Representative's advice in your selection of equipment from the *complete American Line*. Backed by our many years of experience in planning and equipping dry cleaning plants, he can help solve your production problems. Ask for his specialized assistance anytime . . . no obligation.

World's Largest, Most Complete Line of Dry Cleaning and Laundry Equipment

ALM-348

The American Cleaners Equipment Co.
Division of The American Laundry Machinery Co.,
Cincinnati 12, Ohio

☐ Send complete information on the *new* Aceco Air-Driven Press.

NAME _____
FIRM _____
STREET _____
CITY _____ STATE _____

quality performance with non-flammable Columbia-Southern Perchlorethylene

Columbia-Southern Perchlor penetrates textiles rapidly, removing the soluble and insoluble soils quickly and efficiently. It leaves no residual odor in garments, and since it cleans with a minimum of mechanical action, there is a minimum of wear and tear on fabrics.

Specify Columbia-Southern Perchlor, the non-flammable solvent for economical dry cleaning.

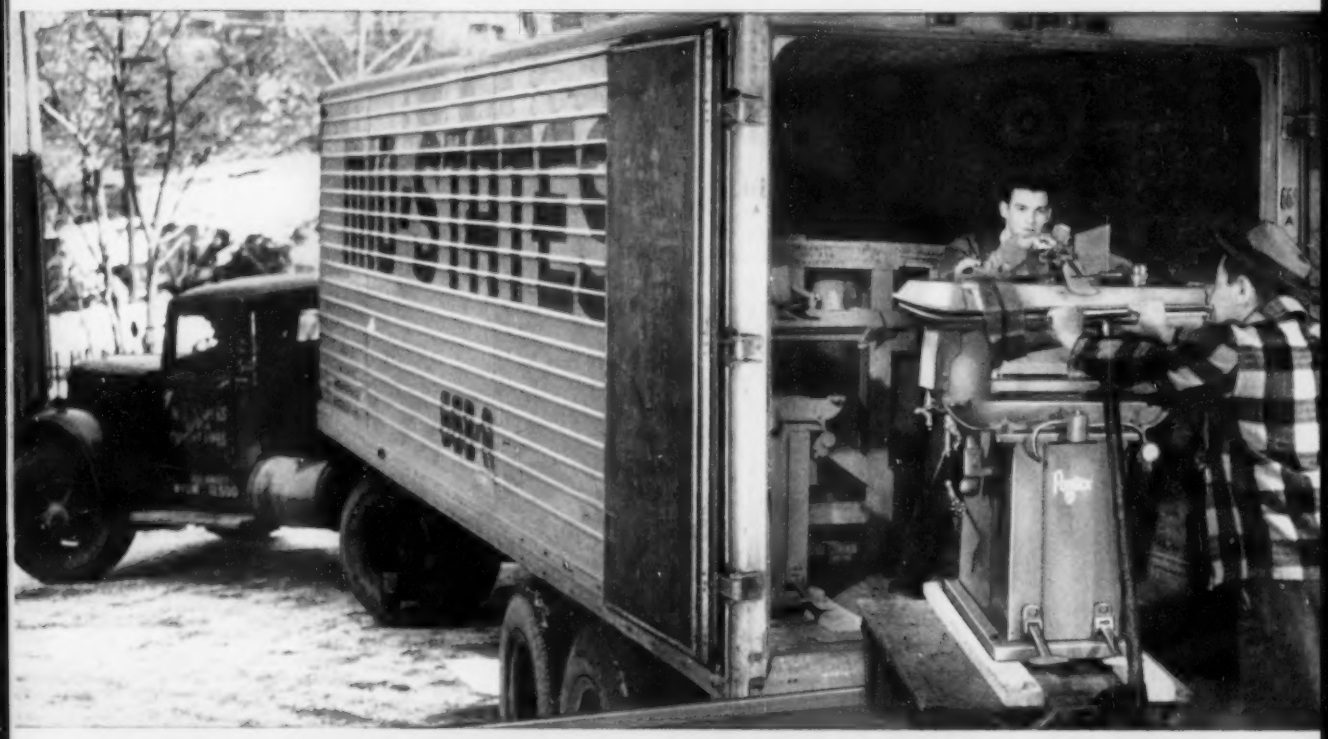
See your distributor now!

Columbia-Southern is the leading merchant producer of chlorine, a basic raw material in perchlorethylene

COLUMBIA-SOUTHERN CHEMICAL CORPORATION
SUBSIDIARY OF PITTSBURGH PLATE GLASS COMPANY
ONE GATEWAY CENTER · PITTSBURGH 22 · PENNSYLVANIA

DISTRICT OFFICES: Cincinnati • Charlotte
Chicago • Cleveland • Boston • New York
St. Louis • Minneapolis • New Orleans
Dallas • Houston • Pittsburgh • Philadelphia
San Francisco
IN CANADA: Standard Chemical Limited and its Commercial Chemicals Division

They're Going Out by the Truckload



as HYDRO-AIR Gets the Preference Vote!

Month after month, from Newfoundland to California, as drycleaners compare air-operated presses and vote their preference with orders, a new sales record for HYDRO-AIR presses is set up.

Find out what is back of the sensational preference for HYDRO-AIR before you buy any press.

Learn what its revolutionary hydraulic-and-air power unit and other advanced features mean in terms of higher profit, faster and easier work, happier customers. WRITE for folder of facts. PANTEX MANUFACTURING CORPORATION, Box 660 A, Pawtucket, Rhode Island.

Pantex *Hydro-Air*

AIR OPERATED DRYCLEANING PRESS

LETTERS to the EDITOR

Leather Cleaning

To the Editor:

As a regular *abonnee* of The National Cleaner & Dyer I perhaps may address myself to you for asking you the underneath favor.

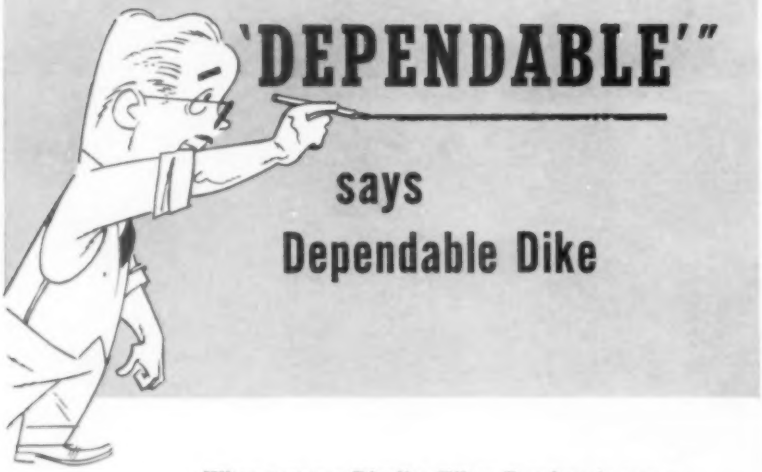
As the proprietor of an established drycleaning-laundry plant in Brussels I am very interested in many of the professional articles I read in your revue. So I found some publications about cleaning of leather and suedes, in which I am indeed very interested. As you undoubtedly know, the reconditioning and cleaning of leathers and suedes is one of the most difficult parts of the trade.

Most unfortunately I could not get hold of a publication about this item which as I learned from the January number 1956 under the Index to 1955 Articles in The National Cleaner & Dyer appeared in the May issue of 1955.

I should appreciate it very much if you could send me a spare May issue 1955 of your Revue; of course against paying the established rates. Furthermore, I may add that I should be very grateful if you could apply me with more material about the methods of cleaning and dyeing leathers and suedes without discoloring the tissue, as employed in the U.S.A.

Mr. Hangx
Blanchisserie "La Gaité"
Brussels, Belgium

"Let's underscore that



When you use Dicalite Filter Powders in your drycleaning plant, you never have to worry about supply. Dicalite has not one, but *four* processing plants, served by four different railroad systems. So you're always assured of quick, *dependable* supply of whatever Dicalite product you use—Dicalite Speedplus, the fast-filtering straight diatomite powder; Dicalite 7, the fast, anti-static, anti-linting filter powder; or Dicalite Sweetener, the all-purpose filtering and decolorizing powder.

For service today—not next week—you can rely on

Dependable GREAT LAKES Dicalite® DIATOMACEOUS MATERIALS

DICALITE DIVISION, GREAT LAKES CARBON CORPORATION, 612 SOUTH FLOWER ST., LOS ANGELES 17, CALIFORNIA

Jamaican Enjoys Miami

To the Editor:

I have to thank you for your letter dated November 1, 1955, which has remained unanswered until now, due in part to our visit to Miami for two weeks and a larger volume of business than we expected over the Yule season.

I must express on behalf of my wife and myself our deep gratitude for the contacts we made in Miami through your letter of introduction, and while we were not privileged with as long a stay as we would have liked, we are sure a great deal of benefit has already accrued to us as a result of this visit.

V. L. Bell
Colonial Dry Cleaning Co.
Jamaica, B.W.I.

Manual Makes Finisher

To the Editor:

This is to let you know how much I enjoyed the booklets on wool and silk finishing. The silk finisher's manual was especially good and so very well written that almost anyone should be able to do creditable work after studying it. It made an expert silk finisher out of me. Before I was strictly a wool finisher and thought I could never do silk finishing. But now I can do any job in the plant and that includes pleating. I never was able to do pleats before, either; in fact it was the most troublesome job for me. Now it's the easiest job and I enjoy doing pleats.

I am interested in information on finishing and the new fabrics.

Robert Taylor
Milwaukee, Wis.

When you think of DRY CLEANING EQUIPMENT

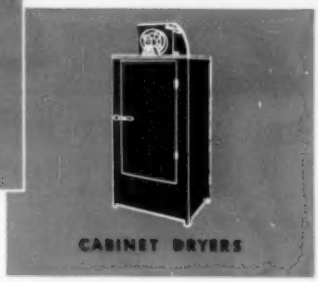
think of HUEBSCH

Through the years, Huebsch equipment has faithfully served America's dry cleaning industry—and helped it achieve its present high standard of excellence.

Take, for example, the famous Huebsch open-end drying tumbler shown here. You see it everywhere—one, two or three of them in a plant—and, quite often, batteries of fifty or more.

That's because dry cleaners have learned to trust Huebsch equipment. And today, with competition keener—and customers fussier—it will pay you, too, to always remember: *when you think of dry cleaning equipment, think of Huebsch!*

Dry cleaning tumbler available in four sizes:
36"x18" • 36"x24"
36"x30" • 42"x42"

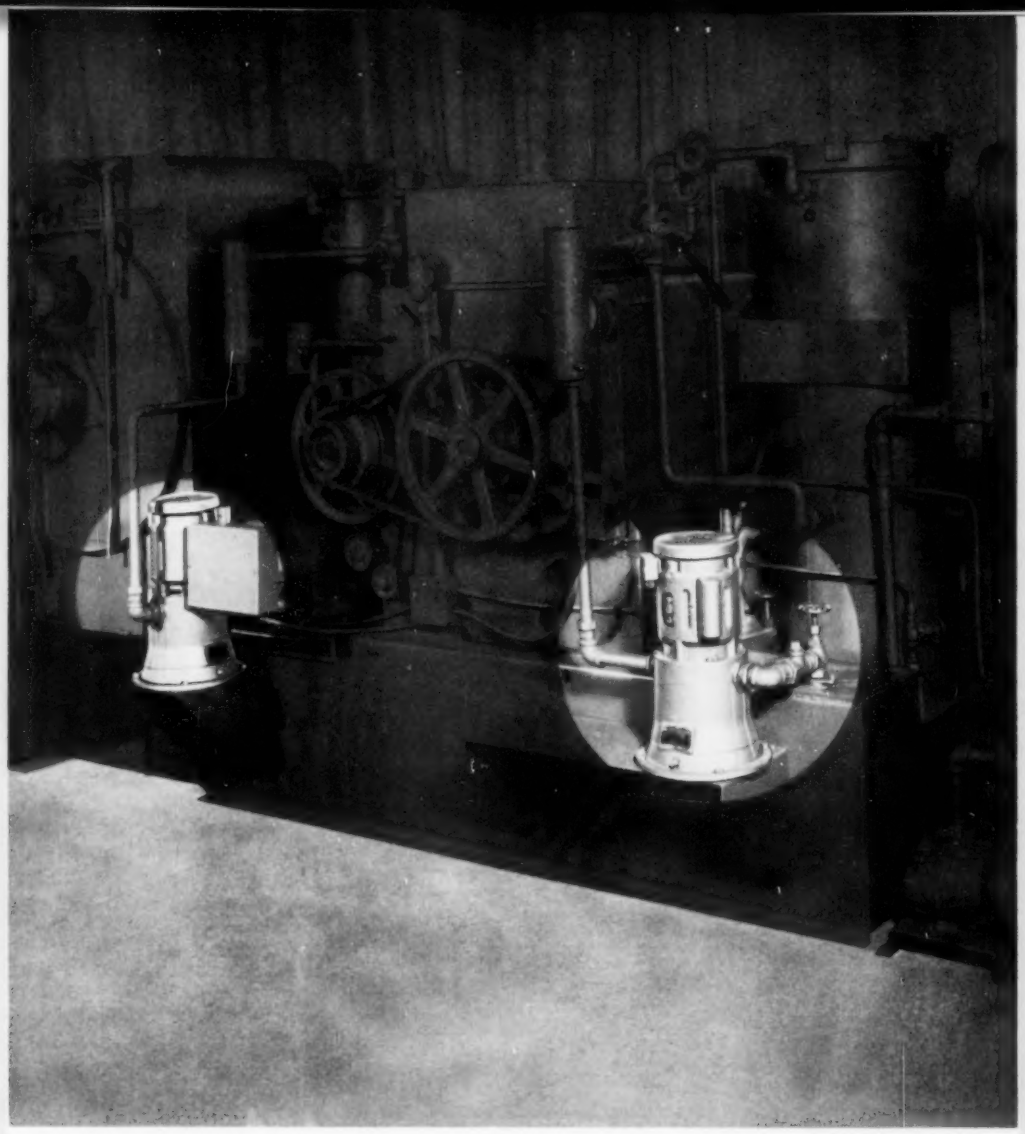


HUEBSCH
MANUFACTURING COMPANY
3775 N. Holton Street
Milwaukee 1, Wisconsin

STAR-SERVICE HANGER

DIVISION OF L. A. YOUNG SPRING & WIRE CORPORATION
9200 RUSSELL STREET, DETROIT 11, MICHIGAN
PLANTS IN CHICAGO, ILL.; TRENTON, N. J.; LEEDS, ALA.
DIVISION IN CANADA: MARSHALL-VENTILATED MATTRESS COMPANY, LEASIDE, ONTARIO

TROUSER GUARDS AND DRAPERY SADDLES ALSO AVAILABLE



Manitowoc Engineering Corporation standardizes on Marlow Pumps for all of its dry cleaning machines which include 2-bath and single bath Perchlor, 140°F and 105°F systems. The space-saving Marlow vertical pumps on this Model 140F, 2-bath unit provide quiet, *trouble-free* dependable operation in large capacity continuous filtration.

marlows are long lasting!

With long-lasting Marlows, pump replacement is practically a thing of the past. There are no close clearances or meshing gears . . . hardly anything to wear. These dependable pumps are almost fool-proof and even pass suspended solids and lint without damage. An exclusive shaft-seal eliminates leakage, minimizes fumes, prevents solvent loss and assures dry floors. For new machines, plant modernization or replacement . . . make it a Marlow. See your Marlow dealer today or write for Bulletin DC-04.

MARLOW PUMPS • RIDGEWOOD, NEW JERSEY

DIVISION OF BELL & GOSSETT COMPANY • ***Factories: Ridgewood, N. J., Morton Grove, Ill., Longview, Texas***

S-131

LEGAL DECISIONS

Change in Ownership

In the transfer of possession or change in ownership of a cleaning plant, are rights of the parties secure without a signed contract?

In California, the operators of a cleaning business failed to use the precaution of a carefully prepared and signed contract and fought a losing legal battle to get back equipment incautiously surrendered.

In this case (Bright v. Gineste, 284 Pac. 2d 839) the plaintiffs succeeded to the ownership of a business operated on leased premises. The personal property, fixtures and equipment were mortgaged to the lessors as security for payment of rent throughout the 10-year term of the lease.

The business was unprofitable and, after one year, the plaintiffs turned the keys over to the lessors. Apparently there was not a scrap of paper to show what sort of agreement had been reached between the parties and, when the lessees sued to collect the value of the equipment, etc., there was a flat dispute as to just what was said and done when the keys changed hands.

The trial judge decided the case against the lessees on the ground that they had abandoned their rights under the lease and ownership of the equipment. The California District Court of Appeal, First District, upheld the decision.

The higher court acknowledged that, ordinarily, a lessee does not forfeit his right to remove his fixtures, etc., by merely delivering possession to the lessor but maintained that, in this case, evidence showed that the lessees had not only manifested intention to surrender the lease, but also to surrender to the lessors ownership of the mortgaged equipment.

Old-Fashioned Marking Tags
are as outdated as
marking with a....
QUILL PEN

Today, you need PRE-MARKED STRIP-TAGS
to multiply your profits by
cutting marking & checking costs to 50%

SAY "GOODBYE" TO:
- Transposed Numbers
- Ink-Stains-Damage
- Garment Loss Claims
- Illegible Numbers
- Eye-Strain
- Messy Pads & Machines

10-BRIGHT COLORS!
Lot (unit) Numbers
1 to 40 in each color.
400 COLOR-NUMBER COMBINATIONS-
$3.50 BOX (COLORS) $3.30 BOX (WHITE)
1000 strips to the box-
6 tags to the strip
(numbered 001 to 1,000)

Also remember TOKEN-TAGS
FOR SPECIAL-INSTRUCTIONS
6 VIVID COLORS one for each department
20-separate instructions
Let Token-Tags do it right, the first time

For Best Results-use both tags together!

PRE-MARKED STRIP-TAG CO.
3232 INDIA ST., P.O. BOX 2430
SAN DIEGO, CALIFORNIA

Consult your distributor or write us direct!

Truck Operator Status

How does the question of whether the operator of a truck is to be regarded as an "employee" of a cleaning establishment or an "independent contractor" determine the liability for accidental injury of third persons by that operator?

In a case before the Arkansas Supreme Court, Wilson v. Davis, 197 Ark. 99, 122 S. W. 2d 539, the operator of a car used in soliciting patronage for cleaning and pressing and in picking up and delivering garments was classified as an "independent contractor," for whose carelessness, if any, in driving the cleaning establishment was not liable.

The decision rested on the facts that the solicitor or "salesman," as the court designated him, owned the car, paid the operating cost, went when and where he pleased without being subject to the cleaner's direction, and received 40 percent of the price of cleaning. Because of these facts the Supreme Court said that the cleaner was not liable for damage done in a

Continued on page 21

MORE PROFIT TO THIS DRYCLEANER*

BECAUSE OF THE

DETREX

PROCESS

*IT CAN HAPPEN TO YOU, TOO!

MORE PROFIT FROM EVERY SALES DOLLAR

and...

MORE SALES DOLLARS TOO!

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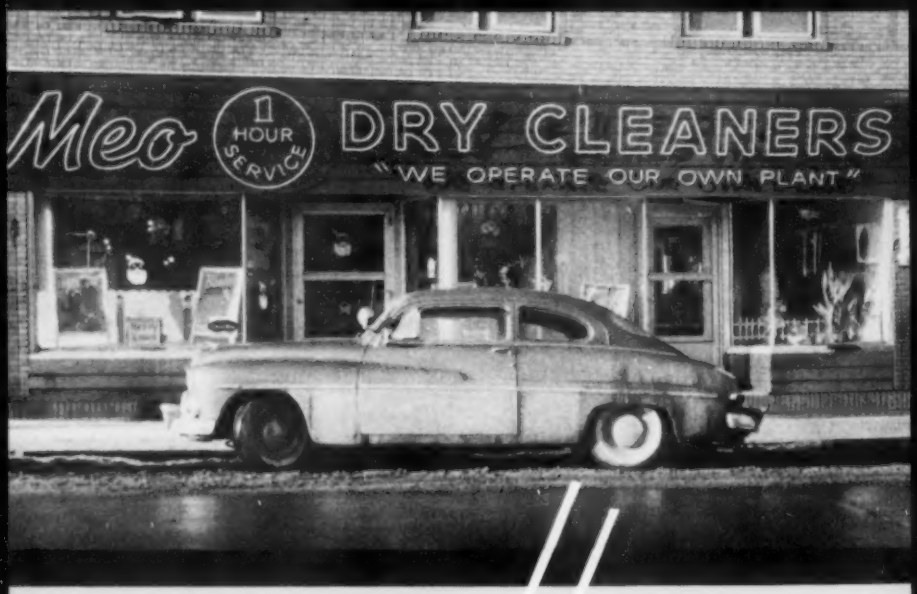


MORE PROFIT TO THIS DRYCLEANER*

BECAUSE OF THE

DETREX

PROCESS

***IT CAN HAPPEN TO YOU, TOO!**

MEO DRY CLEANERS

ROCHESTER, NEW YORK

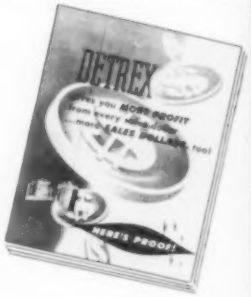
Angelo Frasca (right) and his brother-in-law, Lawrence Micciche, own and operate Meo Dry Cleaners, 455 South Avenue in Rochester, N. Y. Angelo went into the drycleaning business in Hollywood, California, following his release from the army. His previous experience had been as a presser in Rochester. After seven years in California, Angelo and his wife Grace returned to Rochester and opened their own drycleaning shop. In 1955, with sales volume growing by leaps and bounds, Angelo's brother-in-law Lawrence joined the business as a partner.

Here then is a typical American success story . . . how one man built a highly successful business and then by adding Detrex, doubled the profits within 7 months.

DETREX CORPORATION
Dept. C-60
Box 501, Detroit 32, Michigan

☐ Send me all the facts on how I can build bigger business and more profit with the Detrex Process.

☐ Send me all the facts on the new lease arrangement for the Detrex Coronet.



NAME _____

COMPANY _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

THE FABULOUS DETREX STORY OF PROFITS

Meo Dry Cleaners was already a successful business at the time Angelo decided to purchase a Detrex Monarch and Synth-O-Saver. They never dreamed the decision would increase volume and profits so quickly. Seven months after installing the Detrex drycleaning equipment profits skyrocketed!

WITHOUT AN INCREASE IN DRYCLEANING CHARGES, MEO CLEANERS HAVE A 50% LARGER PROFIT MARGIN IN EACH SALES DOLLAR . . . BECAUSE THE DETREX PROCESS REDUCED THEIR CLEANING COSTS. This means more profit from every dollar of sales.

Seven months after installing the Detrex Monarch and Synth-O-Saver, THEIR WEEKLY CLEANING VOLUME INCREASED 108%! Not only more profit in every sales dollar, but twice as many sales dollars as well!

Here is why Meo Cleaners realizes this higher profit. They are now producing $4000-$4200 of cleaning from one drum of solvent. Previously 10-12% of their volume had to be wet washed . . . now virtually eliminated. They used to have excessive re-runs and spotting . . . now only a bare minimum.

Customers complained about shrinkage; now there are no complaints. Heat wrinkles were a problem, creating additional labor. Now there are no heat wrinkles. Customers frequently remark about the pleasant feel and the clean, like-new appearance of their clothes. All this is building a remarkable sales volume.

Angelo and Lawrence are enthusiastic in praising their Detrex equipment. They both feel that Detrex has played a very important role in assuring security for their families.

We Can PROVE You'll Make More Profit Too!

If you want to find out how Detrex can add to your profits, mail the coupon.

MORE PROFIT FROM EVERY SALES DOLLAR

and . . .

MORE SALES DOLLARS TOO!

Perhaps It's Time You Stopped Dreaming of a DETREX and Started Owning One!

Why put off the purchase of Detrex equipment any longer? Any Detrex owner will tell you that the purchase of Detrex drycleaning equipment is the best investment you can make. And the reason that they'll tell you that is because Detrex returns a very high profit on the investment. But don't take our word for it . . . ask any Detrex owner in your area . . . he'll tell you how his profits have risen since he bought Detrex drycleaning equipment.

There are three big reasons why Detrex provides more profits.

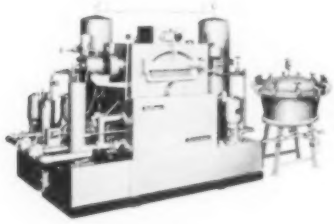
1 *Detrex provides highest quality cleaning and fast service . . . which can't help but increase volume.*

2 *Detrex reduces spotting, re-runs and wet cleaning to an absolute minimum.*

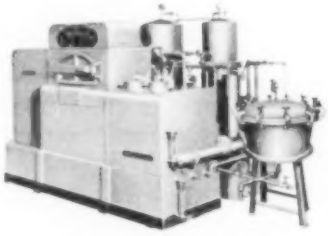
3 *Lowers supply and overhead costs and reduces labor per work load.*

Detrex machines are available in three popular sizes to fit any operation. If you're low on cash, you can start realizing those Detrex profits anyway by leasing a Detrex Standard Coronet or Two-Bath Coronet and Synth-O-Saver.

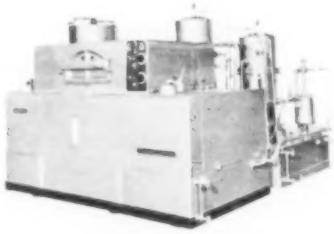
Mail the coupon and get the facts on this fabulous profit-making Detrex Process.



Coronet—60-80 lbs. capacity per hour



Monarch—90-100 lbs. capacity per hour



Ambassador—over 200 lbs. capacity per hour

Synth-O-Saver—for miser-like solvent consumption

DETREX CORPORATION

BOX 501, DETROIT 32, MICHIGAN

Continued from page 16
collision between the car and another automobile.

Possibly some cleaners are paying premiums on liability insurance under a misconception that a routeman who is really an "independent contractor" is an "employee." The insurance company is able to advise the cleaner as to the nature of his coverage. If the policy covers only "employees," it would seem that the insurance company would not be bound to defend the cleaner against a suit brought on account of an "independent contractor's" carelessness.

It is to be noted that, according to a decision by the Iowa Supreme Court, if a cleaner should phone a garageman to call for a truck belonging to the cleaner and used in his business for repairs, and if the garageman's employee should injure a third person while carelessly driving the truck, the cleaner would not be liable. The garage keeper would be regarded as an "independent contractor," and the driver his employee, not the cleaner's. (Johnson v. Selindh, 221 Iowa 378, 265 N. W. 622.)

There is a close legal resemblance between an independent routeman like the one involved in the Arkansas case and a "free-lance salesman" who sells goods on a commission basis, and other free-lance solicitors. The appellate courts of many states, including Alabama, California, Georgia, Indiana, Iowa, Kansas, Kentucky, Maryland, Michigan, Missouri, Nebraska, New York, Ohio, Oklahoma, Tennessee, Texas, Virginia and Washington, have decided that commission salesmen and solicitors of various kinds are "independent contractors" for whose negligent driving of their own cars—while free to come and go without control by their principals in their driving—the principals are not liable. It is a fair inference that all of those courts would have decided the Arkansas case in the same manner as did the Supreme Court of that state.

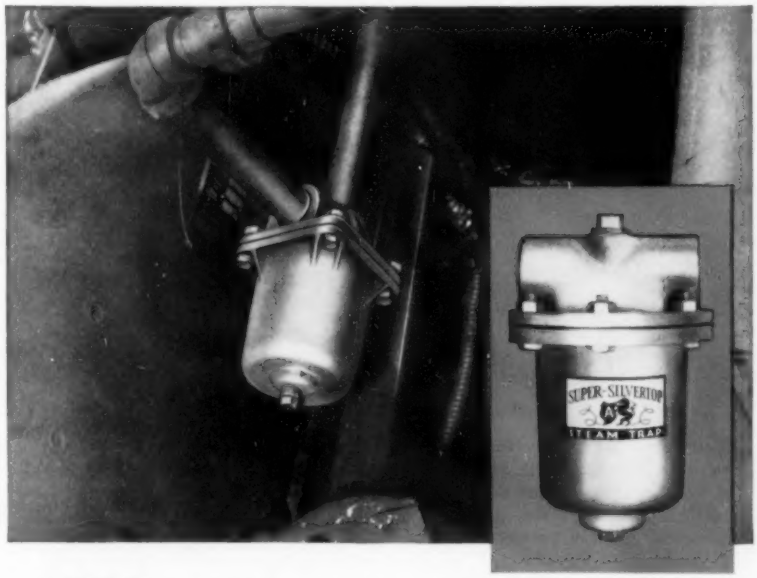
Invitation to the Reader

In this department of THE NATIONAL CLEANER & DYER, Mr. Street, an attorney and author of a book on law for drycleaners and laundryowners, reviews current court decisions affecting drycleaners and dyers.

Readers are invited to submit for the author's discussion legal problems of general interest to the industry. You must rely on your own attorney for specific advice as to your rights and liabilities in a given case. But Mr. Street can help you and your attorney by citing what the courts have generally decided in similar cases.

16 YEARS OF DRY CLEANING SERVICE

—AND STILL GOING STRONG!



YES, SUPER-SILVERTOP STEAM TRAPS ARE ENGINEERED FOR LONG DRY CLEANING LIFE!

● Talone Dry Cleaning Company, one of suburban Philadelphia's most progressive dry cleaners, reports that after 16 years of continual day-in and day-out service, their Super-Silvertop steam traps have never required a penny's worth of maintenance, except for an occasional cleaning!

Such results are commonplace with Super-Silvertops. They're built with the exclusive engineering features such as a patented guided bucket arrangement which guarantees positive leakproof seating of valve, and results in longer life. Furthermore, Super-Silvertops can be installed straight in line or as an elbow in any size saving on fittings and installation time. Thus, instead of removing traps from a pipeline you can open and clean a Super-Silvertop without disturbing a single pipe fitting! Save money. Get longer life from your steam traps. Specify or buy longer-lasting Super-Silvertops!

THE NEW WAY
Notice the simplicity and saving in fittings.

THE OLD WAY
Notice how bottom inlet requires complicated piping.

FREE TRAP SELECTOR BOOKLET!
Tells how to select and install traps for all steam equipment. For your copy, fill out and mail to:

THE V. D. ANDERSON COMPANY
Division of International Basic Economy Corporation
1930 West 96th St. • Cleveland 2, Ohio

Name _____
Company _____
Address _____
City _____ State _____

ANDERSON SUPER-SILVERTOP STEAM TRAPS
The Engineered Steam Traps

BUSINESS BUILDERS

Pegboard Serves Threefold Purpose

Callenders' Cleaners of Newark, Ohio, has found many advantages from this versatile board in its new call office. It adds to the general attractiveness, shields customers' view from the back of the plant. The pegboard further helps reduce noise within the office.

But the big advantage is the suggestive selling job the pegboard provides. Note the wrapped finished shirt on display. It is held in place by small hooks that fit into the pegboard. The side wall of the office has several cellophane-wrapped sweaters held in place in full view of sidewalk traffic.

Another real advantage is the low cost for material and installation.

Radio Program Originates in Call Office

Grant Getchell, owner of the Eugene, Oregon, Club Cleaners, is broadcasting over two radio stations, with two morning half-hour programs each, Monday through Thursday, using the lobby of his drive-through store as the broadcasting studio. A Hammond organ and full recording and sending equipment are in full view of the customers.

The program is co-sponsored by a local music store that picks up half the check on the promotion. This cuts cost to a point where Mr. Getchell considers it very low-cost advertising.

To promote the program, Club Cleaners mailed announcements to all of its customers, has used some newspaper advertising, displays posters at all Club Cleaners plants and stores and at many other spots in Eugene and neighboring towns. Mr. Getchell is shown above with the program's organist, Miss Elma Yeoman, at the Hammond Organ booth at a local fair, where he passed out nearly 10,000 announcements.

"We have had wonderful response," Mr. Getchell says. "The morning hour, 10:30 to 11:00, catches most of the women at home. We try to beam the music to women listeners; we've been giving them top quality and they appreciate it.

"We have been more than pleased at the number of new customers we have gained since starting the program. It has proved to us that there is still plenty of advertising power in radio if you give the listeners a quality musical program."

Promotion by Premiums

According to Harry Scaraber of Minnesota Cleaners, Duluth, Minn., some merchants the country over have gone premium-mad—and he's cashing in on the craze.

Although most premium promotions use stamps, which must be saved by the customer, Mr. Scaraber decided to bypass stamps and instead use cash-register receipts. His plant display window is filled with premiums, and when a customer saves enough receipts he can go to the window and select a premium.

This premium promotion costs Minnesota Cleaners a little less than ½ of 1 percent of the total volume, whereas the use of stamps costs around 2 percent, according to Mr. Scaraber. The merchandise used as premiums is purchased from local merchants and each item carries a tag telling the customer how much in cash-register receipts is necessary to obtain it.

Continued on page 56

MOTH SEAL

MEANS

MORE PROFIT

Your customers will pay 25¢ to 50¢ *more* on each cleaned garment that is delivered to them in a genuine Moth Seal Storage Bag. And you will be increasing your dry cleaning volume by packaging only in *non-reusable* Moth Seal Storage Bags that are made of heavy paper and thrown away after they are opened.

Your customers' garments will positively be brought back to you for cleaning after they have been put into use. Order your Moth Seal requirements TODAY from your Lincoln distributor.

Write for free samples!

Lincoln Bag Company, Inc.

Para-Lux Products Company

4200 WEST SCHUBERT AVENUE · CHICAGO 39, ILLINOIS

Serving the *Thinking* dry cleaners of America

PROSPER WITH PROSPERITY

now... more than ever...

PROSPERITY QUALITY EQUIPMENT, KNOW-HOW AND GUIDANCE TAKES POSITION IN THE FOREGROUND

THE MacINTOSH SURVEY* GAVE YOU THE DIAGNOSIS

The MacINTOSH SURVEY and findings of the BUREAU of LAUNDRY and DRY-CLEANING STANDARDS make it apparent . . . yes *imperative* that the industry must offer:

- Higher quality washing
- Finer finishing of sport and dress shirts
- Improved and square-finished flatwork
- Special attention to wearing apparel finishing
- Neat folding and packaging
- Fast service and no shorts or mix-ups

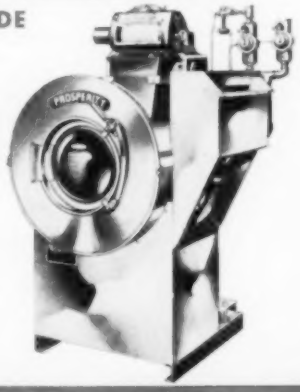
PROSPERITY GIVES YOU THE REMEDY

Rx PROSPERITY 25-POUND INDIVIDUAL PRODUCTION WASHERS

QUALITY WASHING THAT SATISFIES HOUSEWIVES' PERSONAL PRIDE

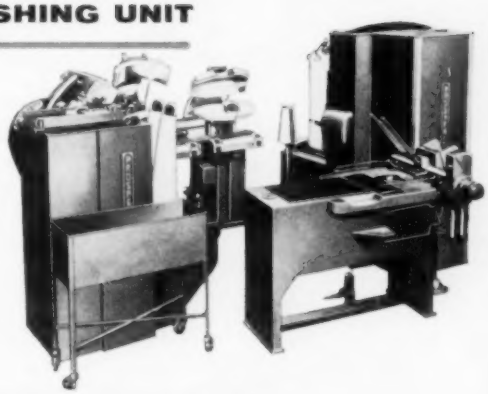
Reasons Why You Can Wash Better and More Economically:

- You can get top efficiency, greater economy and continuous production in washing family and bachelor work. There's no waiting for large washer pay loads. You get immediate service in the proper washing of all-type loads that favors a steady, moving production flow.
- And two-speed washing . . . a fast, short cycle for light soil, special formulas for heavy soil, fugitives, etc. No-shrink, no-damage washing for woolens and delicate fabrics.
- You can set up fast-handling 25-pound battery washing to meet your needs: fully-automatic, semi-automatic, and manual machines for either high-speed, low-speed or combination washers.



* IF YOU DO NOT HAVE THE FACTS ON THE MacINTOSH SURVEY

PROSPERITY CABINET SHIRT FINISHING UNIT



A MAN CAN BOAST THAT YOUR SHIRT FINISHING IS THE FINEST

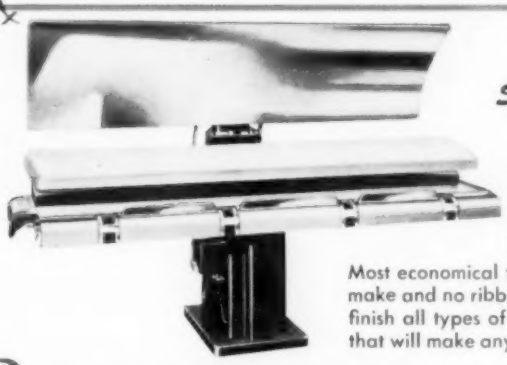
Why Not Share Prosperity's Prestige in Shirt Finishing?

Moulded-to-shape, fully-dried collar. Form-pressed yoke that blends with the body. Flat, wrinkle-free buttonhole strip and plackets. Bosom finish on sleeves and smooth cuffs. Overlapping, lustrous body and back . . . and precision machine folding.

Quality shirts from the beginning and up to 100 shirts per hour.

Wire or write for literature on the Prosperity Cabinet Shirt Unit and the Prosperity Complete Shirt Department.

PROSPERITY Air-Operated FLATWORK PRESSES



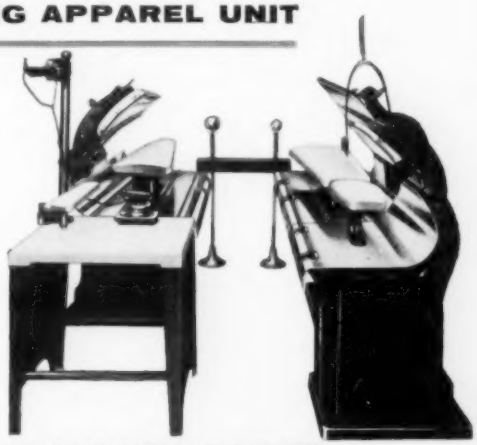
ANY HOUSEWIFE CAN TELL ANOTHER THAT YOUR FLATWORK FINISHING IS "PERFECT"

Square-As-A-Die Finishing. No Shiny Hems. No Crow's-Feet. No Dog Ears. and No Ironer Ribbon Marks

Produce a beautiful, lustrous finish on fancy table cloths, napkins, guest towels and all special linens. No draw, stretch or pull on fabrics.

Most economical to operate in intermittent or continuous service. No adjustments to make and no ribbons to maintain. Light finger-tip operation. Two operators can press-finish all types of flatwork with maximum efficiency . . . a beautiful flatwork service that will make any housewife happy.

PROSPERITY All-Purpose WEARING APPAREL UNIT

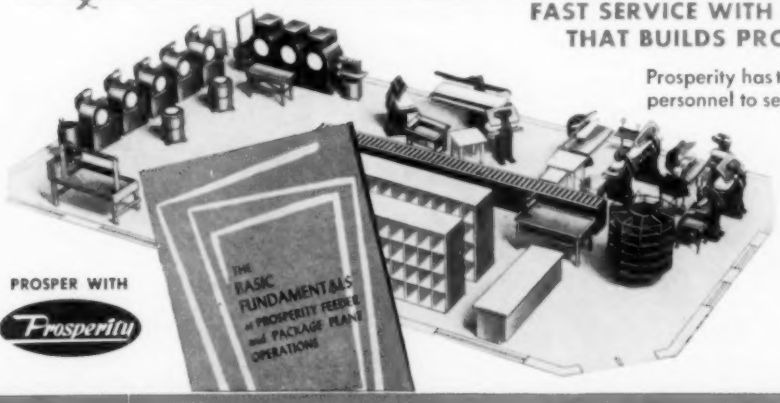


WEARING APPAREL FINISHING THAT CAN BRING A HAPPY SIGH OF RELIEF TO ANY HOUSEWIFE

One operator at one station finishes every piece of wearing apparel, regardless of the type of material or the styling of the piece. Finishing costs in ironing wearing apparel have been cut 50%, and more, in many laundries using this unit.

Adapted to silks, wools, synthetics and mixtures. The most efficient, quality-finishing wearing apparel unit ever devised. Most adaptable styling in bucks . . . dry heat, steam and vacuum, puffer irons, sleeve board, spray gun and electric iron.

PROSPERITY *QUICK-SERVICE* PACKAGE LAUNDRY PLANT



FAST SERVICE WITH ON-TIME, FULL-COUNT BUNDLES THAT BUILDS PROFITABLE, INCREASING BUSINESS

Prosperity has the equipment, experience and follow-through personnel to set you up in actual operation.

Wire or write for data on Prosperity Quick-Service Laundries and your free copy of "The Basic Fundamentals of Prosperity Feeder and Package Plant Operations." It's the most modern application of machines and methods for fast service and profit.

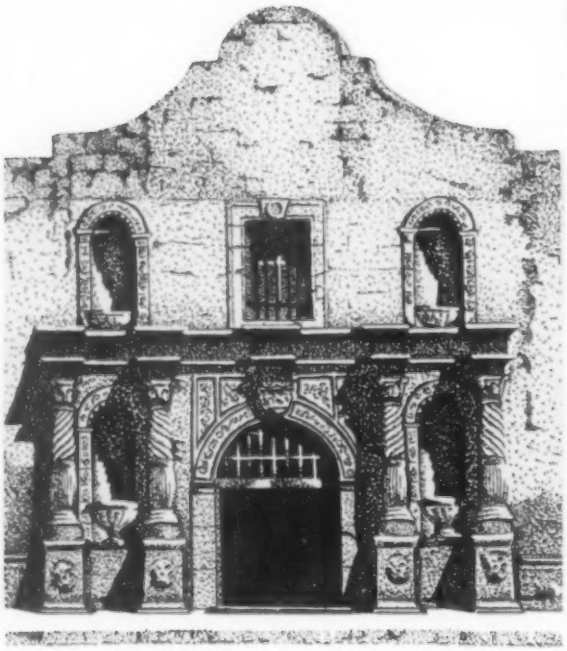
PROSPER WITH Prosperity

The PROSPERITY Company Inc.

AUTOMATIC PRECISION PRODUCTION TOOLS for LAUNDRIES, SYNTHETIC CLEANING PLANTS and GARMENT MANUFACTURERS

Main Office and Factory, Syracuse 1, N.Y. Sales, Service and Parts in Principal Cities

WRITE THE PROSPERITY COMPANY, INC., FOR "MURDER WILL OUT"



Most people "Remember the Alamo,"

but... do they know where to find you when they need a cleaner or dyer? Use the 'Yellow Pages' of your telephone directory to tell them your name, address, telephone number and the special services you offer.

The 'Yellow Pages' are America's most used buying guide — have been for more than 60 years. And millions of messages in 17 leading national consumer magazines are reminding men and women at home and in business year after year to find you fast in the 'Yellow Pages.'

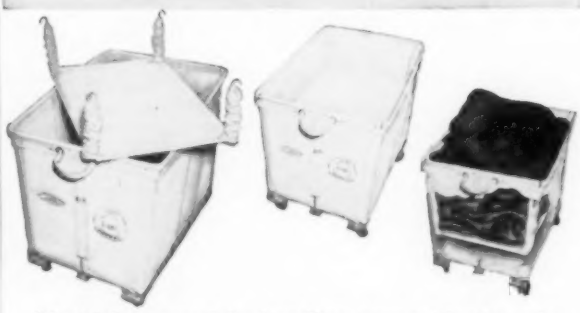
That's why it pays to advertise under every 'Yellow Pages' heading that can mean more phone-in or walk-in business for you.

The 'Yellow Pages'
Where Prospects Find You Fast

Ask the "Classified" man for dollar-and-cents data on 'Yellow Pages' advertising. He can be reached through your telephone business office.

For the best in Steel frame CANVAS lifts and trucks

LOOK FOR **Lane**



Ideal labor-saver* for handling garment loads, *only* this combination Lane Style 48 DC truck with Lane Style 73 Automatic Lift incorporates *all* these quality features for *long, dependable service at low cost:*

Lane Style 73 Automatic Lift

- Lift platform constructed of smooth non-snagging Lane canvas reinforced with a steel frame.
- Platform suspended by rust-resistant springs enclosed in canvas sleeves.

Lane Style 48DC Truck

- Light-weight, extra-strong patented spring-steel frame.
- Sturdy, close stitched body of Lane canvas leather reinforced.
- Over-size casters for easy handling of *any* load.

TRUCK SIZES AVAILABLE

No.	Long	Wide	Deep
6	30"	20"	20½"
8	34"	22"	23"
10	36"	24"	25"
12	36"	26"	27½"
14	40"	28"	27¼"
16	40"	28"	30"
18	42"	30"	30"
20	44"	32"	33"

*Lift hooks over 4 corners of truck rim, forming raised artificial bottom. As weight of load increases, lift platform drops to allow filling of truck. As weight decreases, platform rises—completely eliminates stooping and bending. Lift available for all standard truck sizes. Either truck or lift are available separately.

Write today for further information.

Canvas Basket Craftsmen Since 1894

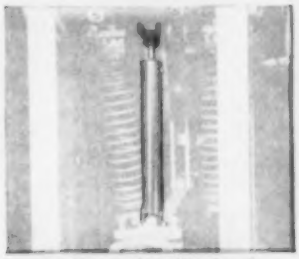
Lane THE LANE BASKET

W. T. LANE & BROS., INC., Poughkeepsie, New York

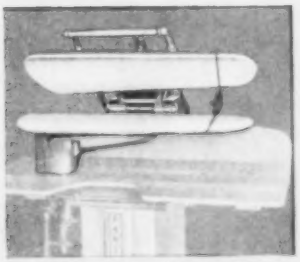
4 and 20 More—

Reasons this PANTEX DELUXE Foot-Operated Press Set a New High Sales Record in 1955

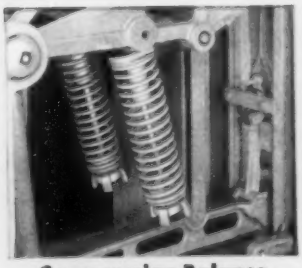
Greatly Improved Leverage



Automatic Oil Check



Wider Head Opening



Compression Balance Springs

Simply because no other Foot-Operated drycleaning press has so many built-in features of superiority, no other can match the Pantex Deluxe for popularity.

There are a full two dozen reasons why this press leads its field today. Here are some facts about just four of its top-value features. Read them, now, and *send for the Bulletin* that tells about all the other things that make a Pantex Deluxe the choice of drycleaners who invest equipment dollars with care.

4 Examples of Better Press Building

Basic engineering superiorities make a Deluxe press *light as a feather* to operate. And, more free from problems than any press has been before.

Improved Leverage Design greatly reduces friction in the operation of the heavy parts . . . saves wear and operator effort. A bridge-like truss, welded to the frame absorbs all stress and strain. A simplified Automatic Compensator eliminates backlash and permits easy pressure adjustment between head and buck.

Compression Balance Springs replace the old-fashioned counterweight. This eliminates fatiguing drag as head is closed . . . eliminates treacherous and troublesome tension springs . . . ends danger from a falling head. The head lever adjustment for varying fabric thickness can be set fast and easy from front of press.

Automatic Oil Check permits maximum opening of the head every time . . . with a fast, smooth "gliding" action. It is a positive, self-adjusting check that ends bounce and jar and reduces noise in the head action. Coupled with the improved leverage, compression balance springs and roller bearings, this check provides unheard-of smoothness in action that cuts time and effort to boost production.

Wider Head Opening . . . an actual 50° opening between head and buck provides extra working space . . . assures easier garment handling and lays.

Pantex MANUFACTURING CORPORATION

Box 660B, Pawtucket, Rhode Island

SIGNS of the TIMES

Accident Prevention Manual: The National Safety Council has published the third and greatly expanded edition of its "Accident Prevention Manual for Industrial Operations." The manual includes all the information needed to organize a comprehensive safety program and keep it going. In addition there are many informative chapters covering the specific types of hazards found in most industrial operations. This 1,341-page encyclopedia of safety entailed more than three years of research, writing and revision by Council engineers and other safety specialists from industry, government and other groups.

The manual is priced at $13.50 and may be purchased from the National Safety Council, 425 N. Michigan Ave., Chicago 11, Ill. A descriptive folder with more complete information on the subject matter treated in the manual is available on request from the Council.

# #

Better Business Bureau Warning: The Association of Better Business Bureaus recently issued a warning to business firms and the public against "increasing questionable operations which are usurping the Better Business Bureau name."

In a special release to 75,000 business-firm members of BBB throughout the United States and Canada, President Victor H. Nyborg pointed out that the public is frequently misled into believing that certain unauthorized operations are genuine, nonprofit, public-service organizations where often they are a "blind" for dubious promotions. One of the dangers, he emphasized, is that some of them endorse or approve questionable companies, products or services. A long-standing policy of BBB prohibits any endorsements.

Mr. Nyborg explained the BBB name and seal, registered with the U. S. Patent Office, legally may be used only by accredited members of the Association and that these organizations must conform to criteria established by the Association before they can become members.

Three "pseudo" BBB's were "nipped in the bud" recently and the Association is considering legal action against another "imposter," according to Mr. Nyborg. His office also is studying steps to take against several others. Mr. Nyborg appealed to all business interests, media and trade groups to notify their nearest BBB, or the Association iteslf, of any individual attempting to misuse the Bureau name.

# #

Financial Assistance Program: Wendell B. Barnes, administrator of the Small Business Administration, recently announced a new program of financial assistance—up to a limit of $15,000 in Government funds plus a share from the borrower's bank — tailored to the needs of small shops particularly in the service, retail and wholesale trades.

The new program, known as the Limited Loan Participation Plan, has been tested by the SBA on a trial basis since July 6, 1955, and has been approved by its Loan Policy Board. It is designed to provide term bank-participation loans to very small firms, such as drycleaning establishments, retail stores, repair shops, restaurants and similar enterprises. Interest on these loans was set at not more than 6 percent, with the requirement that the borrower's bank take at least a 25 percent share of each loan.

Mr. Barnes explained that the Limited Loan Participation Plan was designed to provide financial assistance for longer periods to very small firms which need additional funds for expansion, modernization, acquiring new fixtures and parking facilities, adding a second location or additional inventories and other purposes. Under the plan, five-year loans can be made to these establishments provided they have a good enough past earnings record to show that the loan can be repaid. These loans may run as long as five years, Mr. Barnes said, a maximum term selected by the SBA because a survey of the credit needs of small firms showed that credit from one to five years is the type of loan that would meet most of their requirements.

Security, required in all cases, of any type may be considered, but the participating bank will handle the details of appraising and obtaining the proper security for the loan.

Social Security Obligation: The U. S. Department of Health, Education and Welfare, Social Security Administration, recently issued a release on the significance of correct reporting under the social security law. It applies to both the reporting of wages by employers and to the reporting of self-employment income by self-employed individuals. The reports are the basis of the Government's future determinations as to eligibility for Federal old-age and survivors insurance benefits. They are also the basis of figuring the correct benefit amounts.

An *employer* of workers covered by the Federal social security law is required to report each quarter the amount of wages paid to each employee up to a maximum of $4,200 in a year. A *self-employed* person is required to file a report of net earnings as owner or partner from a covered trade or business on a special form (Schedule C) if net earnings are $400 or more for the year.

The release states that a few businessmen still erroneously believe that the filing of a report of self-employment earnings is optional. Only certain professional types are excluded, such as lawyers and physicians.

The Federal social security tax rate is 2 percent each for the employer and the employee on all wages paid to each worker up to $4,200 for the year. The tax on the self-employed is 3 percent on net earnings up to $4,200 for the year 1955 (payment at this rate in most cases will be made when filing the 1955 income tax returns by April 15, 1956).

# #

Public Service: Burlen Davis of Mount Morris Cleaners, Mt. Morris, Ill., received 1,600 coat hangers from the Explorer Patrol of Boy Scout Troop 66 recently—for which the boys received a check for $16. Operation Coat Hanger was part of a four-week fund drive by the Scouts to earn money for a can of food a day to be given to the Rosecrance Boys Home, Rockford.

The Decatur-Korean Foundation, Inc., recently issued a call for used clothing and linens to send to the Oh Soon Zul orphanage in South Korea.

Continued on page 61

We Know* You Prefer Aluminum Bodies

*If you voted in the recent Motor Truck Survey conducted by the National Cleaner and Dyer, you undoubtedly said that the ideal truck body was made of aluminum. Most everybody did...and we agree. That's why we build *AIRVAN* bodies from light, strong, corrosion-resistant aluminum alloys. And that's why only *AIRVAN* bodies can offer you all these advanced features:

Bigger Payload

Over a half-ton more payload than a similar sized steel body. More than 400 cubic feet of usable cargo space that can easily be fitted with racks and shelves.

Low Maintenance

No problems of rusted-out panels with *AIRVAN* bodies. These corrosion resistant aluminum vans practically maintain themselves.

Operating Economy

Light-weight *AIRVAN* bodies stretch gas mileage, reduce wear and tear on clutch, brakes, and tires.

Driver Conveniences

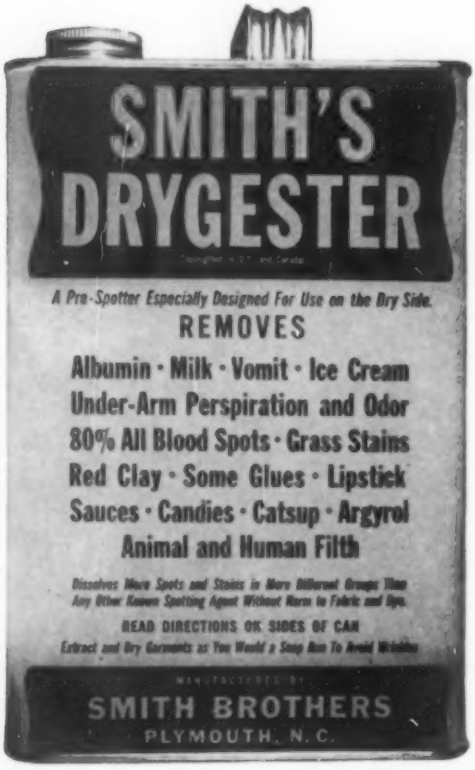
AIRVAN has them by the dozens. Full six feet of inside headroom... low front and rear steps... fifteen square feet of up-front desk space... wide sliding doors that can't jam or rattle.

Whether you prefer Chevrolet, Ford, or GMC chassis, there's an *AIRVAN* body to fit them all. See your dealer today. Find out how *AIRVAN* can handle your drycleaning route better, longer, and at less cost than any van you've previously owned.

Dayton T. Brown, Inc.

Strong Avenue Copiague, L. I., N. Y. LIndenhurst 5-2700

UNCONDITIONAL MONEY BACK GUARANTEE



- The UTOPIA SPOTTER, LEVELER and SPRAY SPOTTER all in one
- No Waste—rinsed out in the washer and helps build the soap charge
- No Fatty Acid Count—does not build pressure and will not upset any test made on solvent or charge soap

JOBBER TERRITORIES available in the North, Middle West and West Coast ONLY.

SMITH BROS. CO., PLYMOUTH, N. C.

Send me a trial gallon postage pre-paid. Inclosed is $4.75 and I understand that this is unconditionally guaranteed. (money back if not satisfied)

PLANT: .....

STREET: .....

CITY & STATE: .....

BY: .....

NGB 56

New STAD-SPUN & STAD-TEX PRESS COVERS

* PLANTS ACROSS the NATION ATTEST TO GETTING UP TO 37% EXTRA WEAR-

Says the Stadham 'Cover' Girl, "As originators of treated nylon covers we have improved the exclusive formula to assure longer wearing qualities . . . better fabric finishing . . . increased production. Write your distributor for a Stadman Glossary that defines the various types and uses of Stad-Spun and Stad-Tex Press Covers."

STADHAM

COMPANY INC. • HEXAGON DIVISION

1825-31 N. 20TH ST. PHILA. 21, PA.

PADS • COVERS • BAGS • APRONS • NYLON TAPE • TEXTILE SPECIALTIES

Jack White has really got a headache — new road is coming through here and the building is coming down. He's got to move, and there is no place near by; *WHERE TO GO, WHERE TO GO?*

But Jack's a wise operator. He got hold of the Hoffman man for advice. They looked over sites around the town . . . picked a natural with heavy traffic that moved right for easy stopping at the door.

Never knew business could be so good, says Jack in his new place. Get the right kind of place located smartly in a good shopping area . . . and it justs draws in the trade.

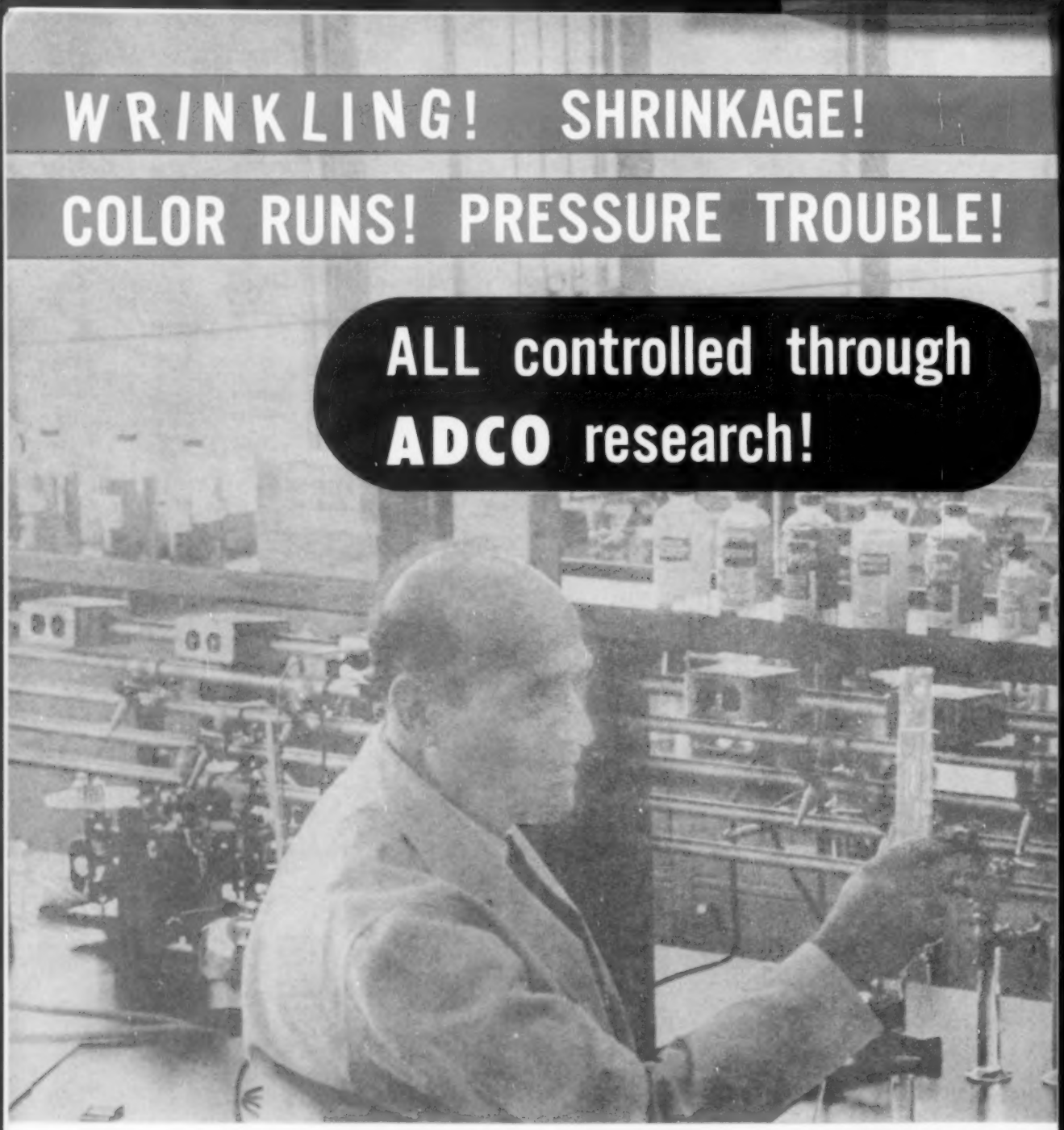
Assistance with locations is just one of these 14 Gold Dividend Services available through your Hoffman Distributor: Check the ones you'd like to know more about.

☐ ZONING AND PERMITS ☐ STORE INTERIORS AND EXTERIORS ☐ RECOMMENDED CONTRACTORS ☐ COMPLETE LAYOUT PLANNING
☐ RECRUITING EMPLOYEES ☐ AUTHORITATIVE ADVICE ON SUPPLIES ☐ STORE AND ROUTE PROMOTIONS ☐ ADVERTISING AND PUBLICITY
☐ EASY, CONVENIENT TERMS ☐ WORLD'S FINEST, MOST COMPREHENSIVE EQUIPMENT LINE ☐ FULL RANGE OF ACCESSORY EQUIPMENT
☐ GUARANTEED PARTS ☐ YOUR HOFFMAN DISTRIBUTOR'S ALL-ROUND SERVICE ☐ ADVICE ON STORE LOCATIONS

NAME.....

ADDRESS.....CITY.....STATE.....

U.S.HOFFMAN MACHINERY CORP., 105 FOURTH AVENUE, NEW YORK 3, N. Y.



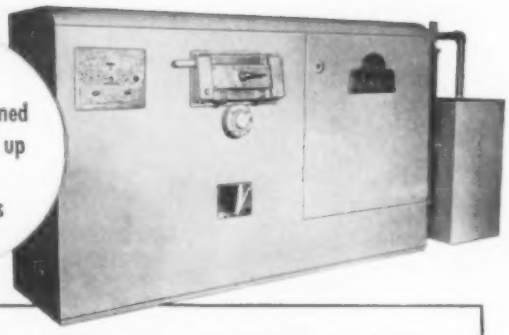
It's a true scientific triumph... the ability of new Triple-X Dri-sheen to absorb *instantly* the moisture added to your charge system... no time lag of several minutes when moisture is not under control subjecting your loads to wrinkling, shrinkage, color running, excess pressure. This fatal time lag was a dangerous money-wasting characteristic of all old-type DARK CHARGES including Adco's own original charge soap. With wonderful new Triple-X Dri-Sheen Adco's research under Chief Chemist A. Fabry (left) and Dr. J. C. Alexander, (right) Director of Research, banishes this plague of the dry-cleaning industry forever.

All Adco's charge soaps work perfectly in all humidity or conductivity control instruments! Advancement through research . . . Adco's aim . . . Adco's achievement! Made possible by the
TRIPLE-X
DRI-SHEEN
Controlled quality cleaning
PROCESS
QUALITY INTEGRITY
ADCO
DEPENDABILITY
Manufacturing chemists since 1908
Adco, INC., SEDALIA, MISSOURI, U. S. A.

50 lbs. of work like

load after load— day after day

. . . that's a statement of true capacity that <u>means something</u>!



First equipment designed from the ground up for the Cold, 2-Bath Process

FACTS ABOUT FEATURES NO OTHER CAN MATCH

• Exclusive cleaning action design • Largest load capacity per sq. ft. of floor space • Simplest to operate • Simplest design — many less valves, switches — no "mechanisms" • Controlled distillation • Unequalled ruggedness • No vibration — no bolting to floor • Most attractive in appearance

How many garments you can stuff into a machine is meaningless unless they will come out bright and clean. A really thorough job of cleaning is what you ask from equipment. That's what brings customers back to build business. That's what reduces wet cleaning and spotting . . . the profit eaters.

Today, most everyone agrees that equipment which employs the cold, 2-bath process is an important start towards thorough cleaning. It's a superior process.

BUT that's not all you should look for when choosing equipment. For, there's a big difference in the way machines employ the cold, 2-bath process. It's a difference that shows in the quality of the job done . . . and in the cost per job!

We don't make mere claims that a *Perk-o-matic* gets the most out of the cold, 2-bath process. You are given solid, easy-to-understand reasons why it is sensible to believe just that. Some of them are briefly stated here. To get the most out of your equipment dollars, dig into the FACTS. Be sure to get them on the Perk-o-matic . . . the simplest of all synthetic machines . . . the equipment that assures *precision* drycleaning.

Perk-o-matic

by Pantex MANUFACTURING CORPORATION

WHY a 2-bath Perk-o-matic wins in any comparison of top quality cleaning

1 Only Perk-o-matic has this Positive Deep Drop Cleaning Action Design

SEE this DIFFERENT cylinder . . . with the scientifically curved partition and center platform. It's the why of the far more powerful — yet harmless cleaning action. The partition curves prevent normal sliding of garments that mean a weak drop.

In Perk-o-matic, garments are picked up in the curve and tossed against cylinder wall . . . getting a positive deep drop that really cleans! Throughout the process a continuous flow of the clean, filtered solvent is sprayed from above on the garments.

2 Perk-o-matic maintains rinse solvent in proper condition — automatically

PROPERLY - CONDITIONED RINSE SOLVENT is a "must" for top quality cleaning. Perk-o-matic's method of distillation automatically maintains rinse solvent in ideal condition . . . all day.

PANTEX MANUFACTURING CORPORATION
Box 660 A, Pawtucket, R. I.

Send me the folder of Facts on the Perk-o-matic

NAME & TITLE .....

FIRM .....

STREET .....

CITY .....

GADGETS and GIMMICKS

Counter Order Holder

Weber's Cleaners & Dyers in Pasadena, California, operated by the husband-and-wife team of Alva and Clara Weber (shown in photo), developed this unusual counter rack for holding customers' orders of finished garments. When a customer comes in to pick up his garments, they are brought out from the storage area and hung on the counter rail. It makes for a much neater arrangement than draping the garments over the counter. The entire fixture is chrome-plated to blend in with the office decorations.

Catwalk for Fan Maintenance

Two expanded metal catwalks save many man-hours for one Southern drycleaner and more than double the safety factor in cleaning and maintaining two rows of 48-inch ventilating fans. Six fans line each side of the housing over the middle of the finishing room.

The catwalks run at ceiling height and are supported by brackets to both posts and ceiling rafters. A crosswalk at one end joins the two catwalks. The whole assembly is reached by an iron ladder at one end of the crosswalk.

The catwalks are 15 inches wide and are set out 12 inches from the wall so that the worker has to lean toward his work slightly. Expanded metal is used because it holds less dirt.

The plant manager states that since installation of the new fans *and* the catwalk "upstairs housekeeping" has become a regular weekly ritual. This is contrasted with the cleaning project formerly conducted two or three times a year using ladders and scaffolding. A noticeable drop has resulted in the amount of dust and lint settling out overnight on the garments below.

Plant-Tour Signs

Scotch Cleaners of Topeka, Kansas, utilizes plant tours to help merchandise its services. Signs like the one above go a long way to help educate the customers. Clever cartoons concerning fire prevention dress up the signs.

Posted in several departments, the signs eliminate smoking in hazardous areas by visitors. They also point up to the public the precautions and care exercised in the interest of the customers' garments.

Partition in Storage Vault

Added protection for the valuable fur garments stored in his vault was provided for a Southern cleaner by installation of an expanded metal partition two-thirds of the way back into the vault. Only the furrier and the plantowner himself have keys to the door in this partition.

Stored cloth garments are generally cleaned during the summer. Drycleaning employees can get and return them without access to the furs. At the same time only one vault is needed. The expanded metal in the partition permits easy passage of cool and dehumidified air throughout the vault.

Sport Suits For Carhops

Several problems involving uniforms for carhops have been solved by a Southern firm that has provided its girls with sport suits. Clothing changes in the plant are unnecessary because the "uniforms" are both informal and attractive enough to wear on the street. Fitting is less complicated because of their casual styling.

The basic color is light brown. The skirts are brown worsted flecked with white, the plaid flannel jackets two shades of brown crossed with burnt orange. These jackets are boxy, with man-tailored collars and lapels, buttoned wristbands and large pockets.

The plant supplies each girl with two uniforms at cost, and cleans them without charge. The skirts are worn all year around. Plain white tailored blouses are worn in summer with loose brown ties.

It Takes Right Light

INSPECTION fixture at Robertson's gives light without glare. Note light for assembly line at rear

According to Mrs. Margaret Fortin, drycleaning superintendent at Robertson's Dry Cleaners, Sault Ste. Marie, Michigan, "To make a good inspection you must have complete daylight lighting, and have it at the right angle from above."

Robertson's has just that. The light fixture at the inspection station carries six 48-inch fluorescent tubes with a white enamel reflector. The fixture is mounted in a white enamel frame

Continued on page 46

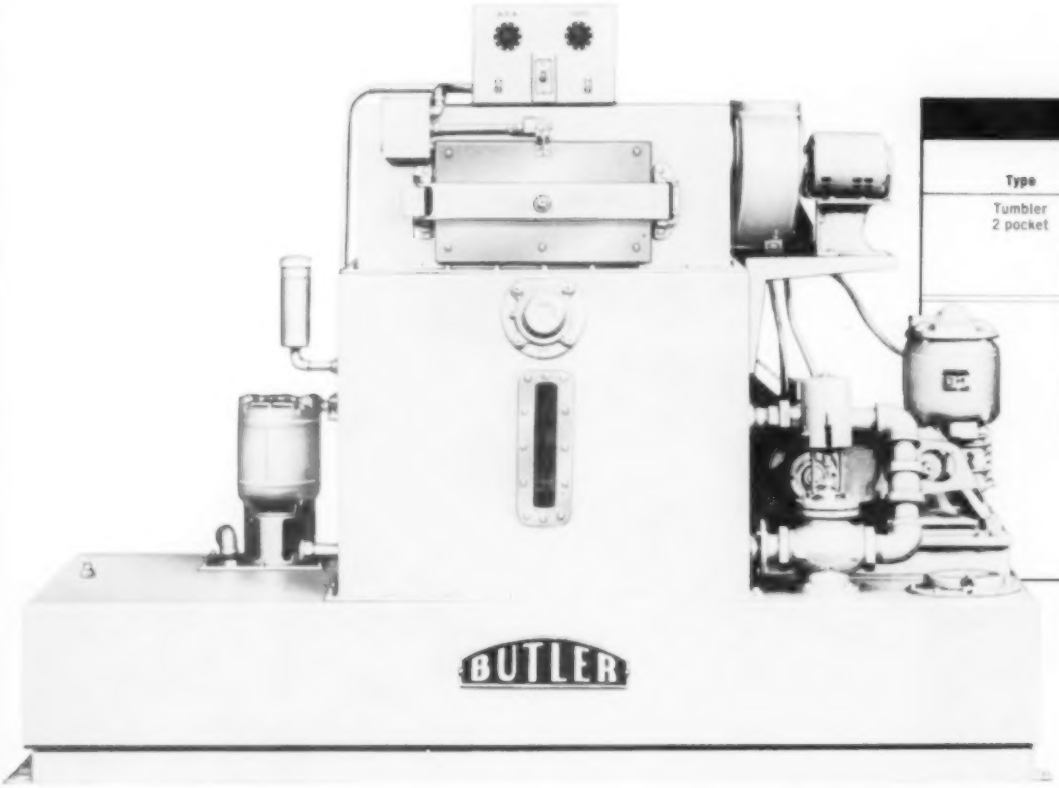
Money-making workhorse for small and medium-sized plants

new Butler 100

automatic synthetic unit

You handle $1500-$2000 volume

with the fully-automatic Butler



SPECIFICATIONS FO

Type	Cleaning Capacity	Solvent Capacity
Tumbler 2 pocket	100-120 lbs. (dry weight) per hour	125 gal. storage tank; 25 gal. wash tank; continu ous filtratior

MOTORS	
Blower	Filter Pump
⅓ hp; 1725 rpm; single phase 115 or 220 volt	¾ hp; 1725 rpm; single phase 230 vol

Ideal for small and medium-sized plants, the Butler 100 synthetic unit handles 100 to 120 pounds of garments per hour – a potential $1500-$2000 a week.

Like its big brother – the Butler Ayr-Mor synthetic unit – the Butler 100 does three important jobs: (1) operates for less money (2) cuts labor costs (3) attracts and holds customers.

Proper garment distribution is facilitated by Butler's stainless steel divided-pocket cylinder, pictured at right. Permits balanced loads, eliminates the rolling and balling of clothes associated with open cylinders, and allows deepest penetration and circulation of perc through garments. This assures top-quality cleaning that attracts and brings back customers, and creates favorable word-of-mouth advertising.

Labor costs are cut to the bone. You just load the Butler 100 and set the controls. Washes and extracts automatically. Your cleaner can spend two-thirds or more of his or her time doing other production work.

Rugged all-welded construction is vapor-tight, eliminating objectionable odors and saving money by preventing escape of solvent vapors.

Remarkably easy to maintain, the Butler 100 uses standard components throughout, making it easy for you to get prompt, economical, *local* service.

Simplicity of design is permitted by interconnecting both washing and extracting motors to the same driving belt. An overriding clutch engages the right motor at the right time. This also reduces the number of wearing parts, and minimizes maintenance.

Copyright 1956 Butler Manufacturing Company

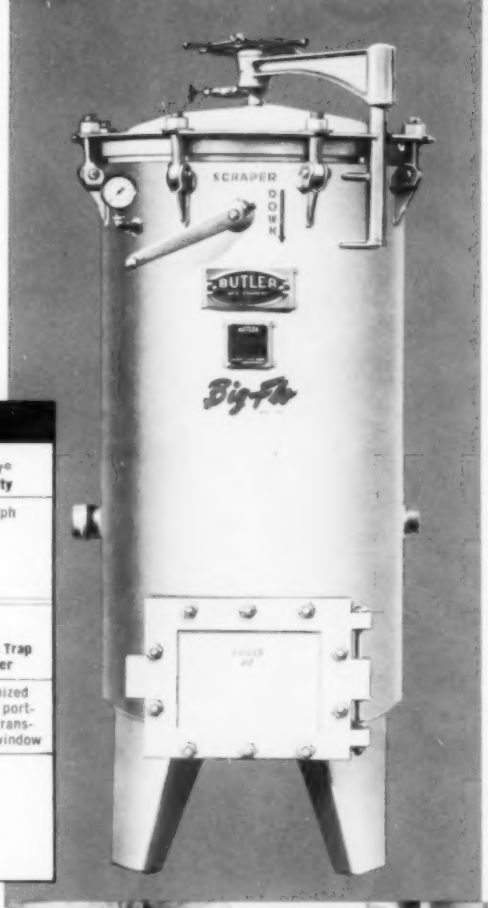
No matter what cleaning equipment you need—call BUTLER first!

per week

100

BUTLER 100 SYNTHETIC UNIT			
Washer Speed	Extractor Speed	Basket	Filter* Capacity
33 rpm	530 rpm	Stainless Steel; 30" diameter; 16" depth	2000 gph
Washer	Extractor	Button Trap	Button Trap Cover
½ hp; 230 rpm; single phase 230 volt	1½ hp; 1800 rpm; single phase 230 volt	Zinc coated wire screen or perforated brass sheet	Galvanized hinged port-light, transparent window

*Butler scraper type, with air cleanout and Monel Metal screens – no bags.
Floor Space (less Reclaimer) – 178" x 36".
Floor Space, Reclaimer – 42" x 47".
Base requirements – standard concrete floor.



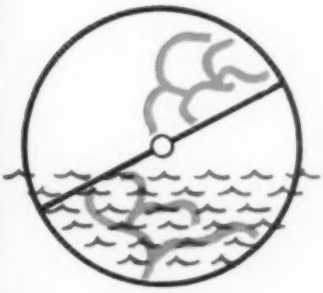
Butler filter keeps solvent clean, saves at least $300 worth of perc per year

Butler 2000-gallon filter – bigger than any other on units of comparable capacity – purifies a big volume of perc at lower pressure. This assures a faster flow of cleaner solvent, a better cleaning job.

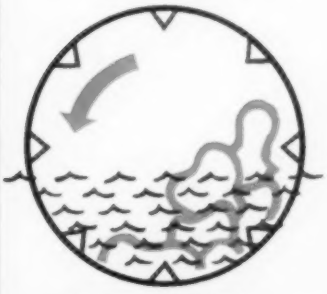
Air cleanout saves $300 or more each year in perc recovery alone. Figure it out. If you drain your filter overnight, you still leave 15 gallons of perc in the muck. Air cleanout recovers approximately 10 of those gallons. If you clean out every 3 weeks – that's 17 times 10 gallons or 170 gallons saved each year. Figuring conservatively at $1.80 per gallon – you save $300 worth of perc. Easy to clean screens, too. Three turns of a crank – 20 seconds' time every week to 10 days – completely cleans screens.

Air cleanout eliminates noxious fumes, messy filter bags

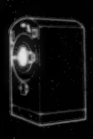
Air cleanout on Butler filter leaves the powder so dry you shovel it into a cardboard box. Contrast this with the hard work and odor involved in cleaning bag filters and clogged-up tubular filters.



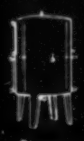
Butler divided-pocket cylinder



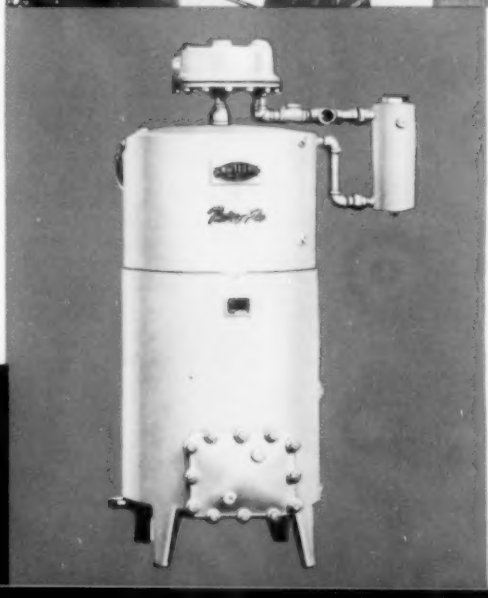
Open-pocket cylinder



Reclaimers

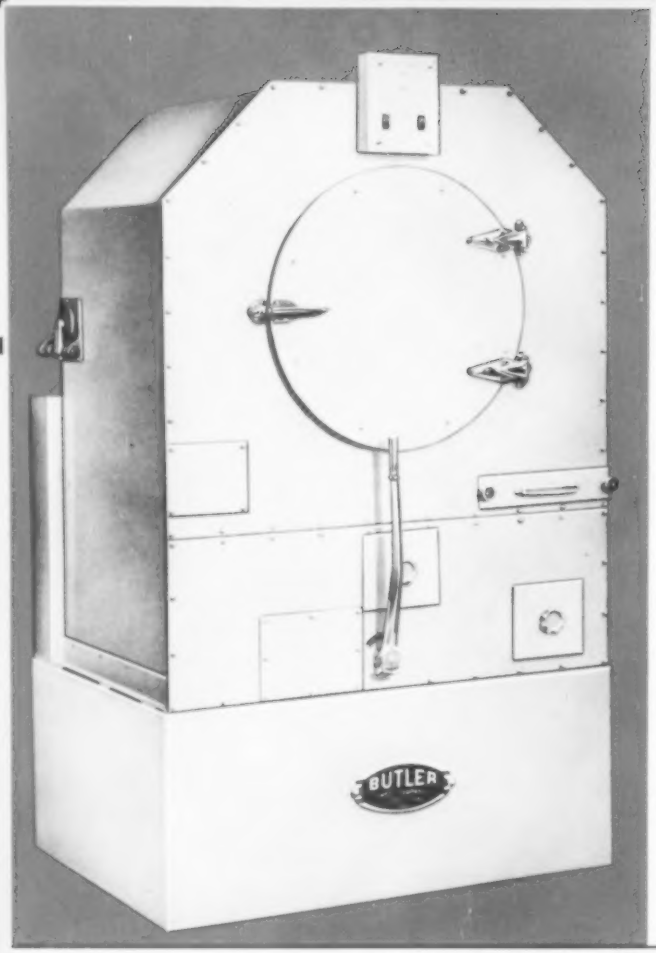


Storage Tanks



Automatic Butler still boils down closer, saves more perc

Automatically reclaims and distills solvent to its original purity. The steam sweep vaporizes every available bit of solvent out of the residue. Special design places heating unit closer to the bottom of the still to boil down hard-to-reach solvent.



Recover more perc with

new Butler

solvent reclaimer

New Butler solvent reclaimer saves you money by recovering the maximum amount of perc left in garments after extraction.

Only clean, pure, uncontaminated solvent is returned to the washer by the new Butler reclaimer. A special trap collects lint thrown off by the tumbler rotation. Another compartment catches heavy dirt and foreign particles too heavy to be carried to the lint trap by the blower. And a water separator removes any moisture from the solvent that may have remained in garments after extraction.

For your safety, Butler provides a micro-switch that turns off the drive motor when the main door is opened. A second micro-switch cuts off the blower when the lint trap cover is opened. A third saves you money by shutting off the flow of water to the condenser coil when the unit is inoperative, thus saving water.

SPECIFICATIONS FOR BUTLER RECLAIMER

FRAME ASSEMBLY		Basket Housing	Bearings	Basket	MOTORS		Water Separator	Aeration Linkage	Evaporation and Condenser Coils	Lint Trap	Covers
Base	Frame				Drive	Blower					
11 gauge sheet welded construction	3/16" plated welded construction	Fabricated heavy duty aluminum sheet	2 flanged self-aligning Sealmaster	36" diameter 24" depth (inside) galvanized	1/3 hp; 36 rpm; single phase 115/230 volts	1/3 hp; 1725 rpm; single phase 115 volt	Removes water from recoverec condensate	Simultaneously opens and closes aeration and vent dampers	Copper tubing with fins; special coating	Special frame with 80 mesh brass wire cloth	All have fu proof gask and sealir compoun

Volume-building "Gentle-Clean" sales promotion kit offered exclusively to Butler customers

Build your volume fast with this dramatic, colorful, sales-getting "Gentle-Clean" promotion kit – available exclusively to Butler synthetic purchasers. Package contains an electric clock, window and store banners, counter card, envelope stuffers, hanger tags, decals, door hangers, newspaper advertising mats, radio announcements – even a booklet of hints on effective television announcements.

The "Gentle-Clean" message reaches your customers and potential customers in their homes, inside and outside your plant, while they're reading their newspapers, listening to the radio, watching TV.

For more information about "Gentle-Clean," or about the Butler 100 synthetic unit, write to the address below.

BUTLER STEEL PRODUCTS

BUTLER MANUFACTURING COMPANY

7452 East 13th Street, Kansas City 26, Missouri

Oil Equipment • Steel Buildings • Farm Equipment • Dry Cleaners Equipment
Outdoor Advertising Equipment • Special Products

Factories at Kansas City, Mo. • Galesburg, Ill. • Richmond, Calif. • Birmingham, Ala. Houston, Tex. • Burlington, Ont., Canada • Minneapolis, Minn.

Eaton's

DUBL-DUX

CONCENTRATE

Dry WATER REPELLENT

For use on *All* fabrics and with *All* dry solvents

- Use at the ratio of 1 gallon of **DUBL-DUX** to 20 gallons of any dry solvent.
- A **DUBL-DUX** Repellent Bath remains completely soluble, without agitation, at any temperature above 45° F.
- Can be used over and over again without loss of its concentration.
- 100 per cent soluble.

A DUBL-DUX Water Repellent Bath retains its complete solubility without requiring daily reheating.

WHY EXPERIMENT — USE EATON PRODUCTS

Established in the year 1838

Distributors Everywhere

EATON CHEMICAL AND DYESTUFF COMPANY

1690 FRANKLIN ST. • DETROIT 7, MICHIGAN • Canadian Plants: Windsor and Toronto

NEW LIGHTWEIGHT AND

NEW 1956 CHEVROLET

MIDDLEWEIGHT CHAMPS!

Just arrived...New champs of the lightweight and middleweight haulers! New Chevrolet trucks bring you higher capacities, new hour- and dollar-saving power and performance—plus new and exclusive Task-Force features!

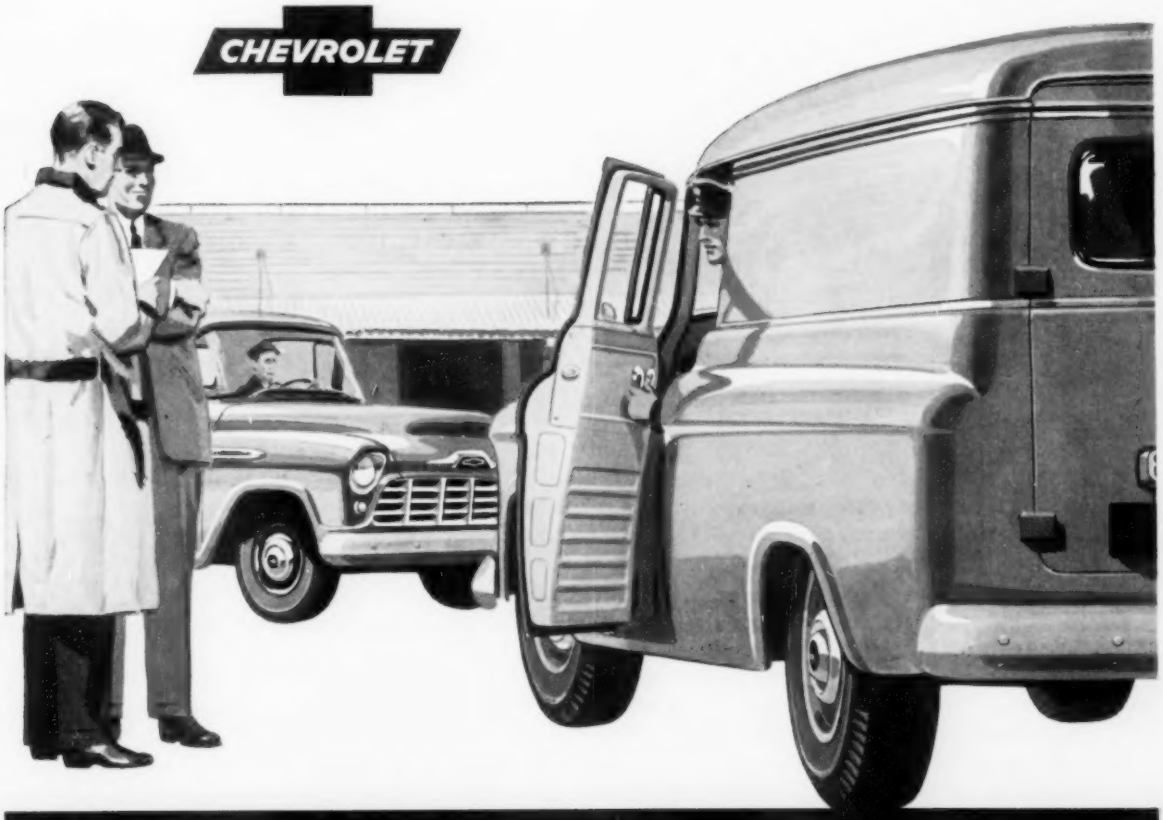
A Modern V8 for Every Model! Short-stroke, engine-saving power in the most modern of all V8's. Standard on some models, optional at extra cost on others.

New, More Powerful Sixes! New gas-saving 6's with 8.0 to 1 compression standard on all lightweight and most middleweight Chevrolet trucks.

Wider Range of Drives! Hydra-Matic now available in even more models! Revolutionary new Powermatic and 5-speed manual shift in new 5000 and 6000 series trucks! All extra cost.

Tubeless Tires Standard on All Models! Other modern features include High-Level ventilation and concealed Safety Steps.

New, higher capacities! Many new middleweight champs are rated clear up to 19,500 lbs. G.V.W.! See them at your Chevrolet dealer's. . . . Chevrolet Division of General Motors, Detroit 2, Michigan.



TASK·FORCE TRUCKS

NOW! A New, Greater Capacity, L

Over 200 Lbs./Hr. Capacity*

Perchlor
2-Bath
Single-Bath

★ **Exclusive** *Diverti-Flo***
★ **Automatic Air Controls**
★ **"No-Surge-Over" 75 GPH Still**
★ **Separate Extract and Wash Drives**
★ **Manitowoc-Olson 3000 GPH Tubular Filters**
★ **160 to 220 lbs./hr. capacity** ★ **Twin-Disc Hydro-Sheave® Drive**

Here it is! A great, new, larger capacity Manitowoc with all the famous, exclusive features that have made Manitowoc the leader in the industry, plus many new advances in engineering design that are yours ONLY in Manitowoc.

One of these new, big capacity Manitowoc units can easily service the largest plants. Greater capacity, coupled with the many benefits of this specially-designed 2-bath system, make it an ideal machine for large operators, neighborhood stores and drive-ins.

In addition to the exclusive features illustrated, this unit has Marlow self-priming centrifugal pumps; simplified operation with fully automatic air controls; separate wash and extract drives for greater efficiency; two high efficiency, super-speed 36″ x 30″ recovery tumblers; simple cleaning with Manitowoc-Olson Tubular Filters — no mechanical problems with 4-way valve for easy backwash; single-bath systems available if desired with easy conversion to 2-bath later; fool-proof safety protection to meet all codes and regulations and many other outstanding advantages that guarantee the finest quality cleaning you've ever had.

* with 2 35-lb. recovery tumblers. ** Pat. Pending

Plus these famous outstanding features!

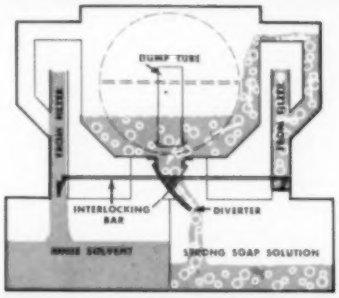
- **Exclusively designed 2-bath operation**
- **Divided solvent storage tank**
- **Marlow self-priming centrifugal pumps**
- **Clean, compact design**

"No-Surge-Over" Still

Patented features of new Manitowoc 75 GPH Still eliminates surging and foaming-over — prevents contamination of distilled solvent. Only Manitowoc can assure elimination of the long-unsolved "surging-over" problem.

Low Cost Manitowoc

compare these exclusive ...Manitowoc advantages!



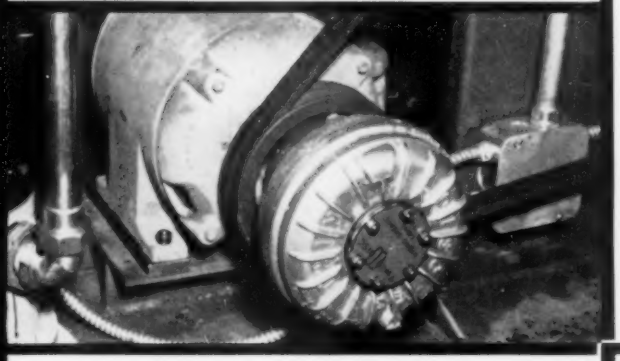
Exclusive *Diverti-Flo*** for True 2-Bath operation

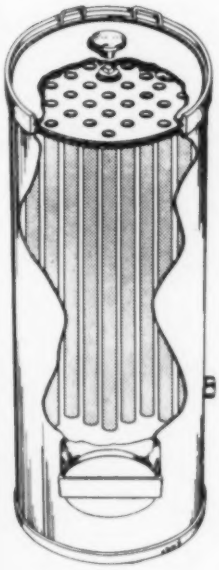
No solvent intermix with famous Diverti-Flo interlocked control — obsoletes all other 2-bath systems!

Fool-proof diverter positively seals off rinse solvent from soap flow during washing. Flow of soap is then sealed off during rinse cycle. No sticky valves or trapped solvent to contaminate either the wash or rinse solutions.

Twin-Disc Hydro-Sheave® Drive

Extract motor drives through fluid coupling instead of clutch — provides smooth, fast, shock-proof acceleration similar to the most modern automotive automatic transmissions. Eliminates shock loads—prevents overloading on motor and machinery — eliminates peak electrical loads — reduces maintenance costs and downtime.





3000 GPH Manitowoc-Olson Tubular Filters

No pressure build-up with famous Manitowoc-Olson tubular filters. Finest Monel metal tubes greatly increase filtering area. Easy, positive backwash — handy cleanout door — muck dryer included. Positive tubular filter action substantially adds to solvent "mileage".

Manitowoc

A Complete Line of Synthetic and Petroleum DRY CLEANING SYSTEMS

Perchlor 140°F-105°F

Tumblers · Filters · Stills · Dry Cleaning Units

MANITOWOC ENGINEERING CORP.
512 – 16th Street Manitowoc, Wis.

Send more information on:

☐ New 160 to 220 lbs./hr. 2-bath Perchlor unit
90 to 120 lbs./hr. units

☐ Synthetic ☐ Petroleum ☐ Single-bath units

☐ Tumblers ☐ Stills

Name.....

Company.....

Street Address.....

City.....Zone.....State.....

One way to tell how activated carbon works is

$$\frac{x}{m} = ac^b$$

This is the Freundlich Formula which explains the phenomenon of adsorption in activated carbon. It's the method that **proves** that NORIT is best to
remove impurities from solvent
fugitive color
excess fatty acid

or, you can try it in your own system!

BUT, try them all!

...then you'll use the

new and improved

NORIT

NORIT does not remove soap and there is no build-up of filter pressure. The best proof is to **try it yourself!**

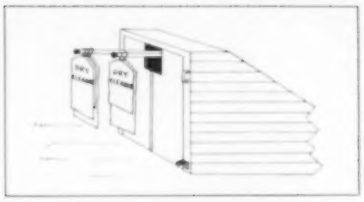
L. A. SALOMON & BRO. 216 Pearl Street, New York 38, N. Y.

Continued from page 36

which extends down 6 inches on all sides to prevent light from extending out past the inspection area to cause glare at other points.

In order to get the correct light for this particular position of inspection, the fixture is tilted on a 15-degree angle. Each inspector requires a different height and angle, according to Mrs. Fortin, and for this reason the fixture can be raised or lowered and the angle can be adjusted.

Pneumatic Chute Doors



One Southern drycleaner had a problem of keeping his bagger from being literally blown off her station. A gale, issuing from the chute down to drivers' racks on the lower level, was caused by four ventilating fans in the plant ceiling. When the chute was closed there were plenty of other ways for air to move upstairs, but when open, the chute was the shortest way!

A housing was built over the two down rails and equipped with a pair of doors that opened into the housing. Large notches were cut around and under the slickrails so the doors could swing past the downward curve of the rails.

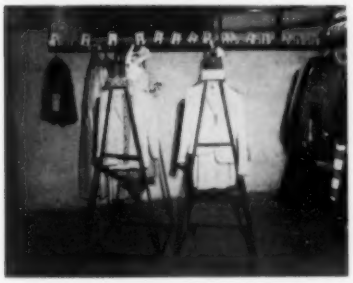
Air pressure of the draft holds these doors in normally closed position. Although they can be pushed open without excessive effort, it is difficult to hold them open while starting bagged garments down the rails. So the management set a foot pedal at the bottom of the right doorjamb to open the doors pneumatically. Valves and plungers behind the doors are tied into the plant air line that feeds the air-lift garment bagger.

A brass handgrip is screwed to the same doorjamb near the top of the housing. This gives the bagger a firm hold with the right hand while shoving several bags down the rail with the left hand. Also, since the girl may be slightly off balance with one foot on the pedal, the handgrip prevents her accidentally following the garments down below.

Two down rails are used because half the work goes to the right in the basement and the rest to the left. The bagger can load both lines without conflict, since the line farthest from

her extends 18 inches beyond its mate. A dozen bags collect on each line before they have to all be sent on their way. In the meantime the bagger doesn't have to work in a violent draft—thanks to the doors.

Go-Back Racks



Inspector's steps are saved at Crown Laundry of Sherbrooke, Quebec, Canada, with this plant-made device. Ordinary ½-inch pipe was cut to length and welded to form the frame of the carrier. Casters were welded to the base for easy movement of the racks.

As the inspector accumulates go-backs for different departments, the whole cartload is moved. A waiting empty cart is returned for the next batch of work. Identifying signs are placed for proper sorting of work. The cost of these devices was practically nil.

Rheostat Improves Ventilation

Rheostat control on the ventilating fan contributes to employee comfort and reduced electrical costs. Bosbach Cleaners, Holyoke, Mass., is ventilated by a central 6-foot fan located in a housing on the plant roof. The fan is equipped with a three-speed motor. The rheostat permits the plant to adjust the fan speed with plant temperature.

"Oh-h! How beautiful!"

Of course ... it's dyed by

Tru Color

Quality-Controlled Dyeing of Garments, Rugs, Household Fabrics

•

Quick — Dependable — Convenient service by mail

•

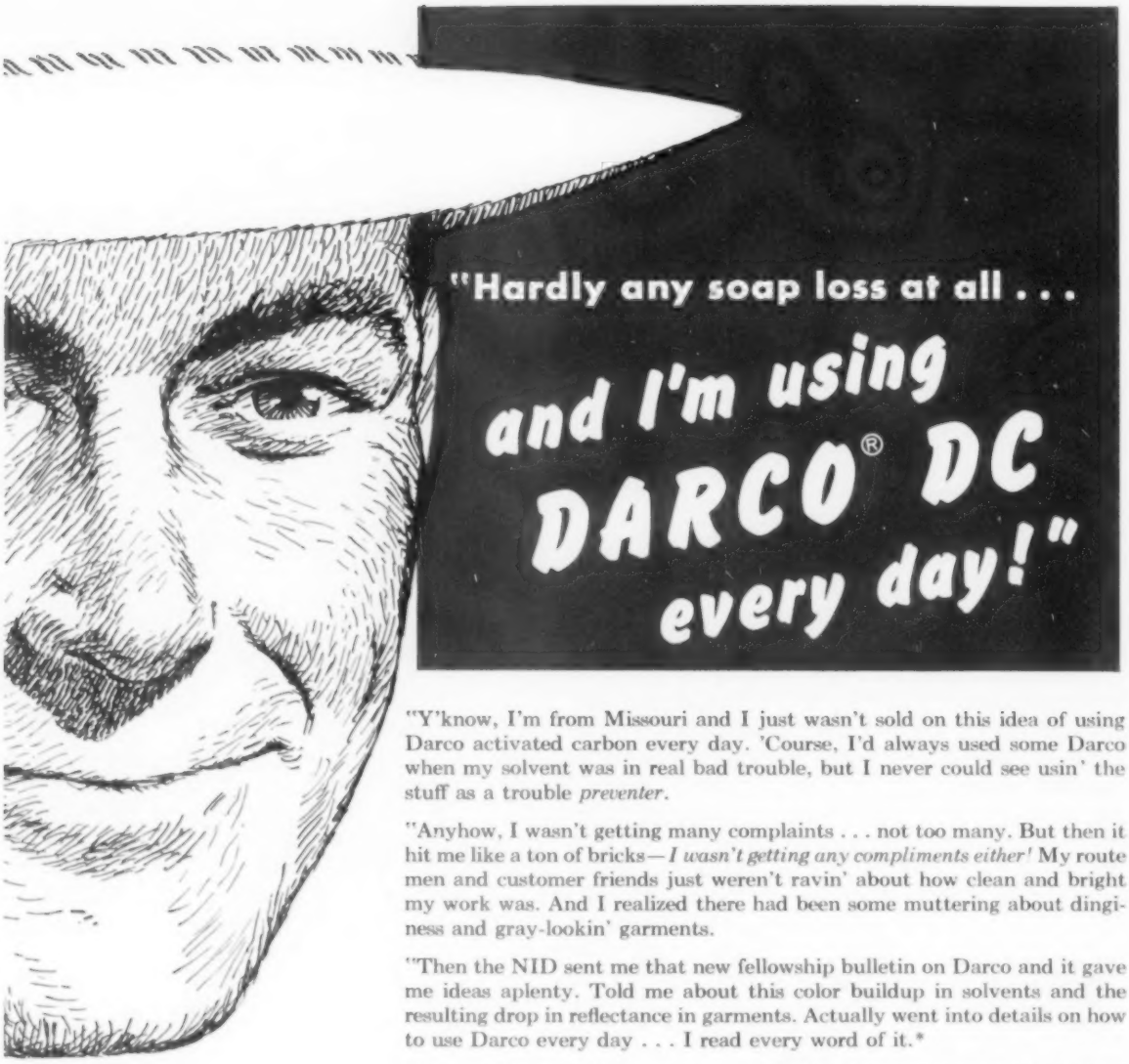
Choice of E-Z-PRESS Semi-Finished or Finished-to-Fit Services

Also: Vat Dyeing of Commercial Linens, Suede and Leather Cleaning, Glove Cleaning, Reweaving, Flameproofing, Showerproofing (send it all in same bundle with dyework).

Free Color Cards, Window Posters, Marking and Mailing Supplies. • Write for trade price list or send a trial bundle.

TRU COLOR DYE WORKS, INC.
24-47 44th St., Long Island City 3, N. Y.

Mail-Order "Supermarket" of Sideline Services



"Y'know, I'm from Missouri and I just wasn't sold on this idea of using Darco activated carbon every day. 'Course, I'd always used some Darco when my solvent was in real bad trouble, but I never could see usin' the stuff as a trouble *preventer*.

"Anyhow, I wasn't getting many complaints . . . not too many. But then it hit me like a ton of bricks—*I wasn't getting any compliments either!* My route men and customer friends just weren't ravin' about how clean and bright my work was. And I realized there had been some muttering about dinginess and gray-lookin' garments.

"Then the NID sent me that new fellowship bulletin on Darco and it gave me ideas aplenty. Told me about this color buildup in solvents and the resulting drop in reflectance in garments. Actually went into details on how to use Darco every day . . . I read every word of it.*

"So now I'm a *daily* Darco man. I find that the new two-pound package suits my cleaning schedule just right, and already I'm starting to get compliments again on real good lookin' cleaning. And I can see business pickin' up every day . . . more than I ever expected.

"And y'know, I'd always been afraid of losing soap with daily Darco? Well, frankly speakin', there hasn't been hardly any soap loss at all . . . less than 2 ounces for 100 pounds of garments. So with the real quality cleaning I'm gettin' I feel that daily Darco is not costing me a penny—it's payin'!"

DARCO

REG. U. S. PAT. OFF.

*National Institute of Drycleaning *Fellowship Bulletin F-16.*

To: ATLAS POWDER COMPANY
Wilmington 99, Delaware

Rush me my copy of NID Bulletin F-16.

*Name*_____

*Company*_____

*Address*_____

*City*_____ *State*_____

Send coupon at left and we will send you a complete copy of this 12-Page Report by return mail.

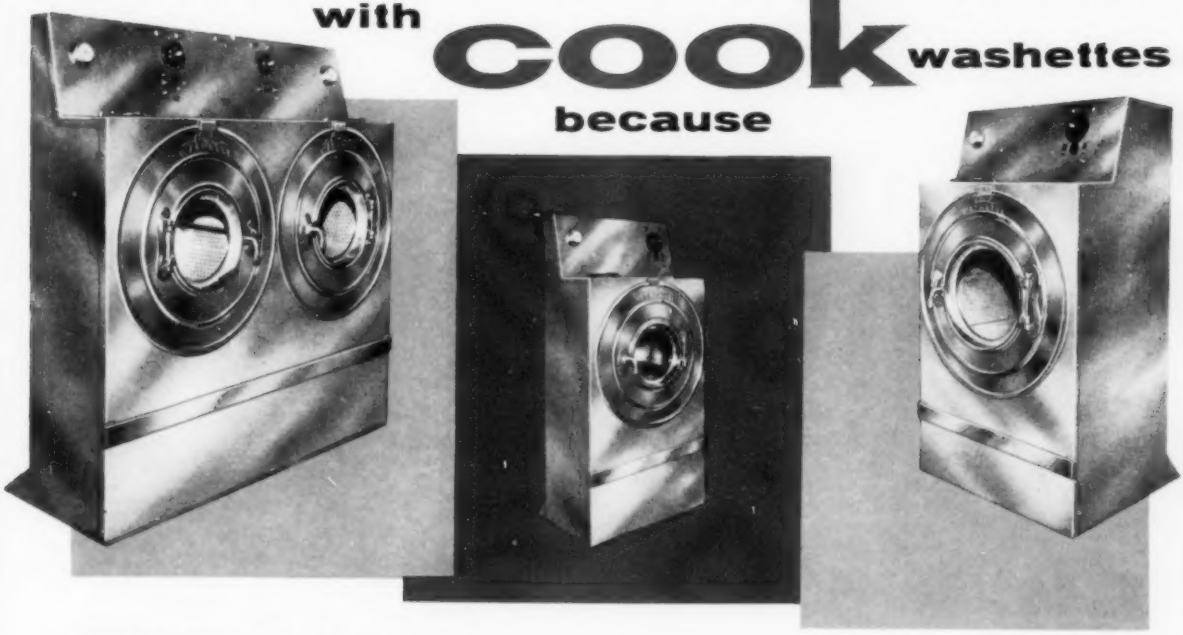
CHEMICALS DIVISION
ATLAS
POWDER COMPANY
WILMINGTON 99, DELAWARE

In Canada: Atlas Powder Company, Canada, Ltd. Brantford, Ontario, Canada

CLEANERS and DYERS
ARE GOING INTO the LAUNDRY BUSINESS, too!

with **cook** washettes

because



ONLY cook washettes give them:

28 *different, fully automatic wash-rinse-dye cycles!*

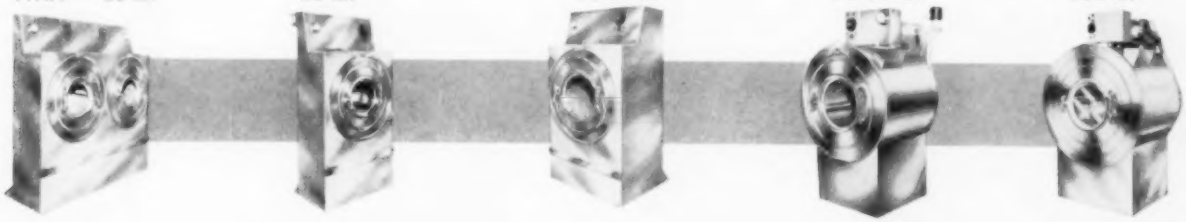
choice of 3 water levels! *completely automatic operation!*

lifetime all-stainless steel construction!

Look! Only Cook Washettes give you time-splitting *15-SECOND QUICK CHANGE FORMULAE*. Change the dial to any one of 28 different formulas, to fit the exact requirements of any special load, in less time than it takes to wind your watch.

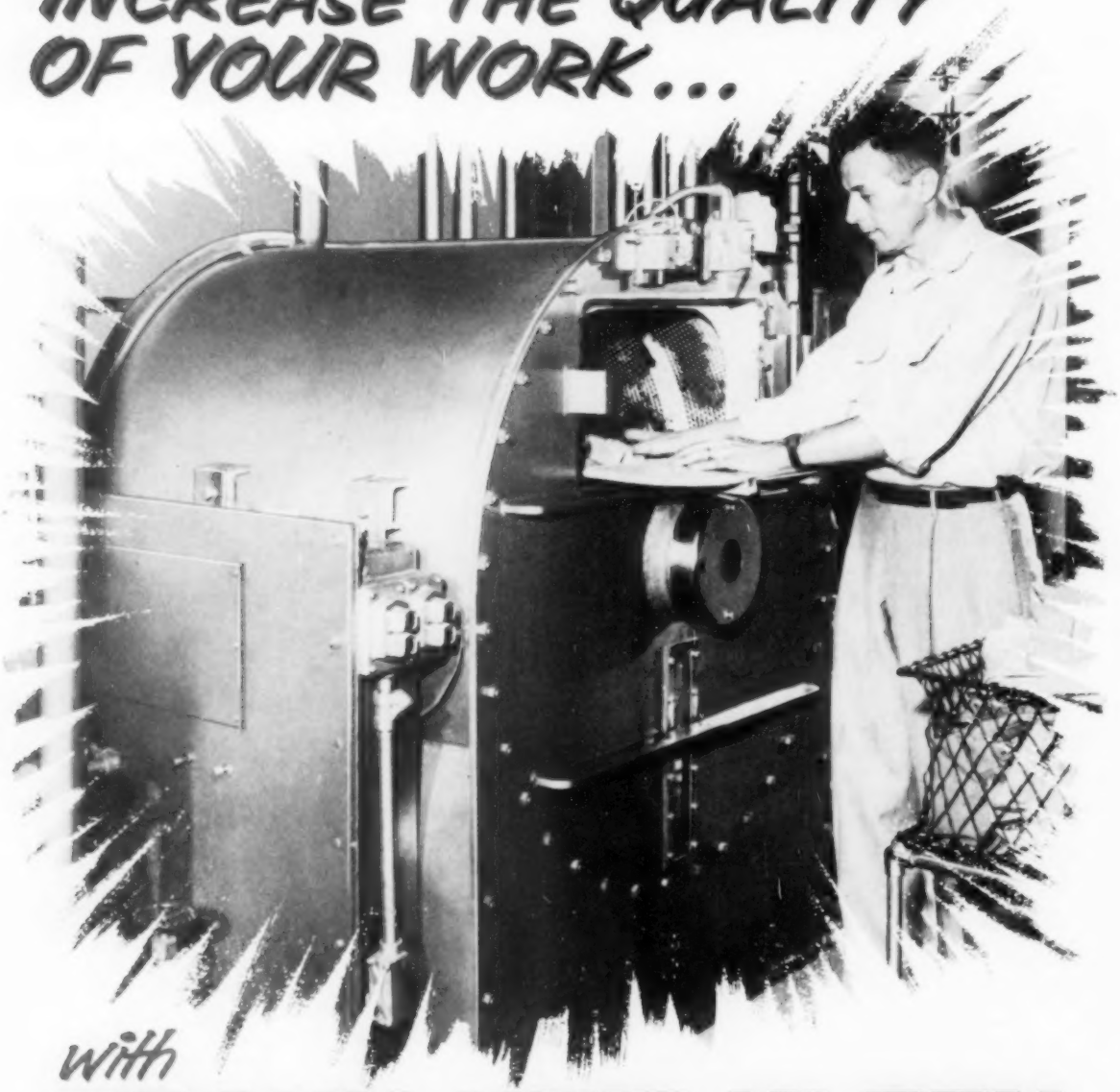
7 MODELS FOR CLEANERS and DYERS TO CHOOSE FROM!
Cook manufactured the 1st . . . has manufactured more open end washers than any other manufacturer.
Write for complete information.

TWIN — 25 lb. 25 lb. 50-60 lb. 75-90 lb. 100 lb.



cook MACHINERY CO., INC. 4122 Commerce Street, Dallas, Texas

CUT ALL YOUR COSTS, INCREASE THE QUALITY OF YOUR WORK...



with

BRAUN UNIT KLEEN

Automatic WASHER-EXTRACTOR

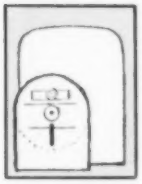
Whatever features you're looking for in your cleaning operation, you'll find them all—and more to spare—in the Braun Unit Kleen. Here's a one-stop cleaning, extracting and shake out machine that means money in the bank from the day you install it. Day in and day out, year after year, Braun Unit Kleen delivers top quality at lowest cost.

HERE ARE 10 GOOD REASONS WHY

Cut Labor Costs by 3/4's or More . . .

Unit Kleen requires only 2 manhours to operate per each eight hour shift . . . turns out a completed load every forty-five minutes. This saves you over 75% of your labor costs, lets one man do the work of four, and frees him for other work.

Space Requirements Cut in Half . . .



Size for size, Braun Unit Kleen takes up less floor space than any other machine in the industry. Compact, efficient, easy to operate, Braun Unit Kleen gives you more productive capacity per square foot of floor space than any similar equipment.

Gives You Top Quality With Speed and Economy . . .

Braun Unit Kleen's famous Triple Action—Big Drop, Washboard Action, and Double Squeeze—has been proven the most efficient method for faster, high quality cleaning. Actual tests show Braun Unit Kleen provides an amazing 96.7% soil removal, with pass-ups as high as 95%. This gives you superb quality with production line capacity.

Higher Production With Better Working Conditions

Enjoy higher washroom morale, more productivity, by installing Braun Unit Kleen, the machine with the easy loading, waist-level door, and the all-operations-in-one handling. No wet bundles, and dry, safer floors mean less fatigue, fewer absences. A healthier, happier shop means lower turnover of personnel, less expense in training new operators.

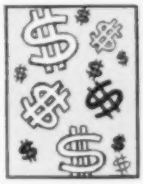
A Size To Fit Your Operation . . .

40, 80, 100, and 150 pound capacities provide a full line of sizes which will fit any type or size operation. Every size is engineered to produce, safely and efficiently, on a 15% overload.

Automation In The Degree You Need

A model with the right degree of automation for your business needs. From the completely automatic (shut the door . . . come back at a signal to remove the completed load) to the manual (start and stop each operation by simple controls) to any intermediate degree, you'll find complete satisfaction with Braun Unit Kleen's *practical* automation.

Top Efficiency Solvent Recovery . . .



Here's a Braun Unit Kleen feature that means the difference between just "getting by" and a real profit. Braun Unit Kleen provides better solvent recovery with giant size outlets and high speed, more efficient extraction.

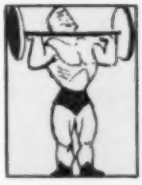
Top Notch, Dependable Service . . .

Easy accessibility of every working part means easy maintenance, fast repairs. Every part is standard, and can be quickly and economically replaced. Every Braun Unit Kleen is backed by the integrity and skill of Braun's expert service staff, who supervise installation and are always available to advise and assist you.

Amazingly Low Cost . . .

Initial costs and installation costs are lower when you buy a Braun Unit Kleen. G. A. Braun will deliver the cleaning unit which outperforms, outlasts, and is more economical, than any other machine in the industry, for an unbelievably smaller investment and lower installation costs.

Strongest, Most Durable Machine



Built of extra-heavy plate steel for strength, endurance and long years of high production service, the Braun Unit Kleen has four-point, roller-bearing suspension that absolutely eliminates springing the big-axle shaft. Low center of gravity, smooth clutching, precise construction makes Braun Unit Kleen truly vibrationless . . . for less wear and tear on all mechanical parts.

WRITE TODAY for full details on the cost-cutting, money-saving Braun Unit Kleen.

Gentlemen: I want to learn how the Braun Unit Kleen can cut costs in my operation.

☐ Please send me additional information.

☐ Please have your representative call, without obligation, of course.

Name_____ Title_____

Company_____

Address_____

City_____ Zone____ State_____

G. A. BRAUN, INC.

EMPIRE BUILDING
SYRACUSE, NEW YORK

3 to 10 Times

Adsorbed by Magnesol*

Let Us Prove It!

with a new Portable and your solvent at the Dallas

Westvaco CHEMICALS

fmc FOOD MACHINERY AND CHEMICAL CORPORATION

Westvaco Chlor-Alkali Division
FOOD MACHINERY AND CHEMICAL CORPORATION
General Offices • 161 East 42nd Street, New York 17
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FMC CHEMICALS INCLUDE: BECCO *Perozygen Chemicals* • WESTVACO *Alkalis, Chlorinated Chemicals and Carbon Bisulfide* • NIAGARA *Insecticides, Fungicides and Industrial Sulphur* • OHIO-APEX *Plasticizers and Chemicals* FAIRFIELD *Pesticide Compounds and Organic Chemicals* • WESTVACO *Phosphates, Barium and Magnesium Chemicals*

More Fatty Acid Than Activated Carbon

Demonstrator Convention

*T. M. Reg. U. S. Pat. Off. by Food Machinery and Chemical Corporation for Magnesium Silicate Products.

Now you can be sure of

Solvent relative humidity at a glance—

with new Honeywell Humidity Control System

YOU get quality cleaning—load after load—with the new Honeywell humidity and temperature control system working for you. Sensitive, accurate control of your dry cleaning solvent means less spotting, wrinkling and shrinkage . . . brighter colors, fewer breaks . . . less color bleeding and fabric piling.

Only the Honeywell system—made by the world's leader in controls—features the new direct reading relative humidity indicator that tells you the humidity in your washer at that instant. Only Honeywell provides a *complete* system—no additional hardware or fittings are required. The system is easily installed, simple to operate and surprisingly low in cost.

Find out how the Honeywell system can help make repeat customers for *you*. See your soap or washer manufacturer, call your local Honeywell office, or write Honeywell, Dept. ND-3-48, Minneapolis 8, Minn.

fine cleaning every time

Control panel with new direct reading relative humidity indicator

Now you can tell at a glance what the humidity is in your washer—and set your humidity control accordingly. You *know* each load is being carried at the proper humidity.

Exclusive Honeywell gold-grid humidity control

Honeywell's precise electronic sensor with gold-leaf grid reacts instantly to the slightest humidity variation in your cleaning solvent. It signals the correct relative humidity adjustment automatically. You're sure of the *right* water supply, *all* the time. No moving parts. Equally effective whether you use Stoddard or perchlorethylene solvents.

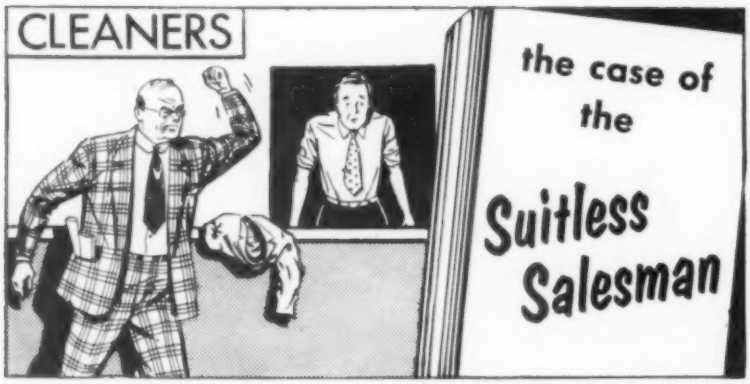
Super-accurate Honeywell temperature control

No inefficient cleaning because of cold solvent—no fabric damage because of runaway temperatures—with Honeywell temperature control. Two models, equally accurate, guard the quality of your work: *electric* for perchlorethylene solvent, *pneumatic* for Stoddard. No danger of excessive fumes, fire or explosion at high temperatures.

MINNEAPOLIS
Honeywell

112 OFFICES: ACROSS THE NATION

First in Controls



Skellysolve Stoddard Solvent

General Specifications

Color—Water Clear

Acidity—Neutral

Sulphur (Doctor) Test—Sweet

Flash (Tag Closed Tester)—105°F.

Distillation—310° to 374°F.

Perchloroethylene and 140 flash Naphtha also available.

"I'm taking my cleaning elsewhere from now on," said the salesman. "I have to catch a plane and my suit isn't ready!"

Then the cleaner switched to Skellysolve . . . he discovered this sweet-smelling, fast-drying solvent gave him the constant high quality it takes to turn out good cleaning fast.

What's more, the cleaner learned he could count on Skellysolve for fast, dependable delivery. It was good to know, too, Skellysolve Technical Field Men may be able to help solve operational problems.

Learn for yourself how you, too, may benefit from the extra service and extra high quality of Skellysolve. Call your Skellysolve supplier today.

SKELLY **Skellysolve**

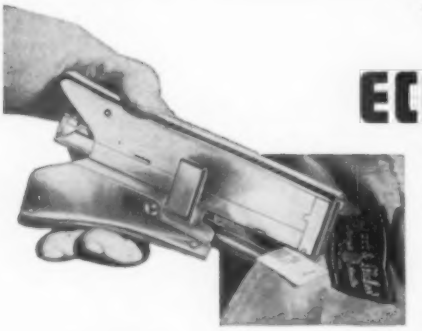
DRY CLEANING SOLVENTS

INDUSTRIAL DIVISION, SKELLY OIL CO., KANSAS CITY, MO.

TAG GARMENTS THE MODERN WAY...

STAPLE-TAG 'EM

with the ARROW P-22 Hand Stapler



ECONOMICAL!

Staples cost only a fraction of the price of clamp or prong-type tags.

QUICK!

Staples can be applied in a fraction of the time it takes to apply clamp or prong-type tags by hand.

SAFE!

Staple holds tag secure under the most rigorous cleaning process!

Arrow specially tempered steel wire staples come out easily with a lift of tag. Never a danger of damaging or tearing garment!

Write for catalog.

ARROW FASTENER CO., INC. ONE JUNIUS STREET, BROOKLYN 12, N. Y.

Continued from page 22

Twice a week Minnesota advertises in the local paper, telling about the premium plan and listing some of the items to be given as premiums.

Most of Minnesota's customers save the receipts and, says Mr. Scaraber, a considerable number of new customers have come to his plant because of the premiums.

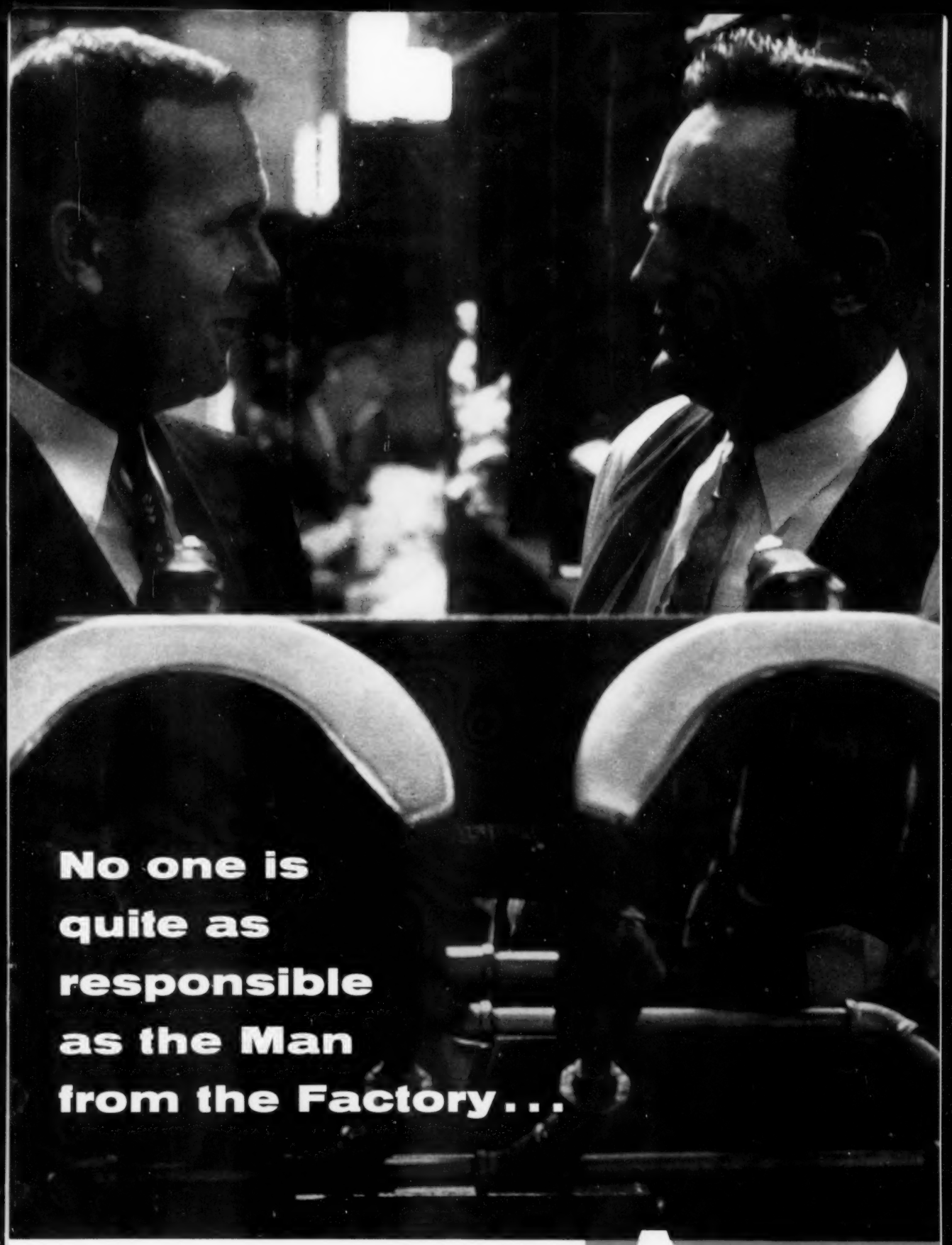
Selling With Samples

New Method Cleaners at Vancouver, Wash., is becoming a new fabric information headquarters, according to owner Fred Miller.

The store posts fabric samples on a bulletin board in the lobby and has a large table devoted to current copies of *American Fabrics* in which are contained samples and descriptions of the materials. As a further attraction, a hobby horse is provided to occupy the children while mother looks at the new fabrics.

Return on $5

To supplement cab card advertising, Norman Humphrey, owner of Humphreys Cleaners, Vancouver, Wash., prescribes the following: Once a week have someone not known to the cab drivers as connected with the plant ride in a cab. If the driver boosts the cleaner, he receives a five-dollar bill from his passenger. All the cleaner has to do is publicize the policy at the cab company, and cab drivers will be cooperating in short order.



You can expect more from... American

Your nearby American representative is always a Man from the Factory

Through him, you can get expert help with production problems, prompt service for your machines, professional assistance in training machine operators, helpful financing for expansions and improvements in your business. Every day, he sees how others solve problems like yours. He is a valuable contact with your industry, a source of news and information.

Through him you have direct access to the most complete line in the business. One source to fill your every equipment need. One responsibility for the continuing fine performance of your machines. He is always close at hand. In 46 communities your American representative is located within minutes of your plant.

His first responsibility is to serve you. You can expect more of him, because he is the man from the factory.

You can expect more from . . .

American AceCo

American Cleaners Equipment Co., Cincinnati 12, Ohio
Division of The American Laundry Machinery Company

Count the salesmen in this picture

NICK MITCHELL, who in partnership with his brother Gus operates Liberty Cleaners in Birmingham, Michigan, feels use of these DOW-PER sales aids increases volume.

effective DOW-*PER* sales material does a solid selling job all day long!

DRAMATIC AND CONVINCING—these newspaper mats and wall and window signs are available from your DOW-PER distributor. Take advantage of them by contacting him right away!

DOW-PER® is outstanding for top-quality cleaning results. And these hard-selling newspaper mats and point-of-sale material tell people about it . . . dramatically and effectively!

This is the kind of all-out support you get from your DOW-PER distributor. It's sales support that adds up to consistently higher sales and profits for *you!*

DOW-PER is used in more drycleaning plants than any other synthetic solvent! The reasons: It's a *stabilized* perchloroethylene solvent made specifically for the professional drycleaner. It helps your units run the smoothest, fastest cycles in the business. Your customers will appreciate the difference—and so will you! THE DOW CHEMICAL COMPANY, Midland, Michigan.

you can depend on DOW SOLVENTS DOW

FIRST *in sales 18 straight years*

INTERNATIONAL TRUCKS WITH METRO® BODIES

For greatly increased cubic capacity, check the new aluminum-magnesium Metro-Lite bodies on INTERNATIONAL chassis. Body weight reduced almost one-third. Net payload weight capacity up nearly one-half. Increased visibility, full 6-foot standing height throughout body.

CHOICE OF NEW METRO-LITE BODIES OF ALUMINUM-MAGNESIUM . . . OR ALL-STEEL BODIES

Retailers' favorite "Stop-and-Go" delivery trucks, for time-saving, money-saving. Choice of 18 Metro models, from 5,400 to 16,000 lbs. GVW. Quality steel bodies from 7'9" to 16'7", standard or flat-back. Wide variety of door arrangements, and interior options.

INTERNATIONAL Trucks with Metro bodies were pioneers in the multi-stop delivery field 18 years ago — and they've been first in sales ever since.

These big-space, "stop-and-go" units give retail truck operators just what they need to make deliveries faster, more efficiently, at lower cost. New ideas like the introduction of weight-saving Metro-Lite bodies have helped maintain INTERNATIONAL Truck leadership.

There are still more *money-saving* reasons why INTERNATIONAL Trucks have long been a favorite with retailers. INTERNATIONAL Trucks are all-truck built to save you the BIG money. No compromise with passenger car design. No passenger car engines or components asked to do a truck job. The result is fewer trips to the shop, less costly repair bills — in short, BIG savings in operating and maintenance costs over the years.

Let your INTERNATIONAL Dealer or Branch show you the truck that's exactly right to shave *your* delivery costs to the bone.

INTERNATIONAL HARVESTER COMPANY • CHICAGO

All-Truck Built to save the BIG money!

INTERNATIONAL® TRUCKS

Motor Trucks • Crawler Tractors • Industrial Power • McCormick® Farm Equipment and Farmall® Tractors

NOW! 8 to 10 Second Customer Service!

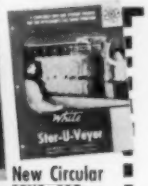
and UP TO 40% MORE HANGING SPACE

with the White Stor-U-Veyor

U.S. Patent Pending

FOR YOUR CALL OFFICE

It's a Storage Rack! It's an Automatic Conveyor!



New Circular SEND FOR YOURS TODAY

WHITE MACHINE CO. INC. Bulletin N26
14th St. & Lafayette Ave., Kenilworth, N.J.
Gentlemen: Without obligation, please rush a copy of your new STOR-U-VEYOR circular.
Firm _____
Address _____
City _____ Zone ____ State _____
Your Jobber _____

Continued from page 28

The members of the Laundry and Dry Cleaners Club of Greater Atlanta, Ga., cooperated by posting signs in their establishments asking for donations and by acting as collection depots.

Union Cleaners, Union, Ore., recently offered its services to the American Legion Auxiliary in its child welfare project. Union cleaned all children's articles donated to the project free of charge.

The Veterans of Foreign Wars auxiliary recently conducted a collection of used clothing for needy families in Sunnyside, Wash., with the cooperation of the three local cleaners. Drivers of Valley Cleaners, Royal Cleaners and Sullivan Cleaners picked up the items on their regular routes. Boxes were also placed in these three establishments for those who brought the clothing in personally.

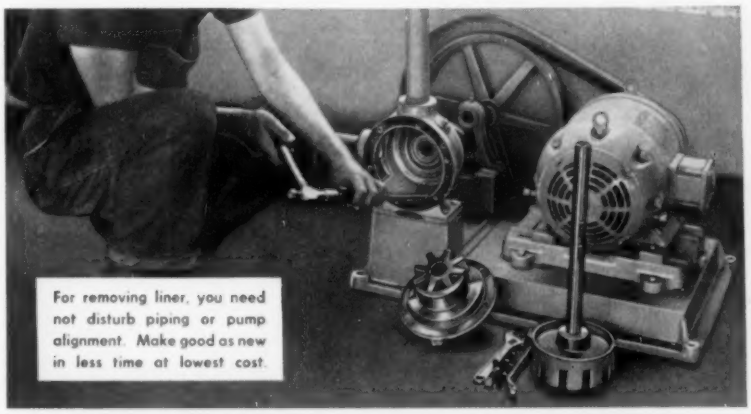
# #

Cleaner Addresses Kiwanis: Loraine Bancroft, president of the Michigan Institute of Drycleaning, Inc., spoke recently before a meeting of the Kiwanis Club of Adrian, Mich. He discussed a controlled methods of drycleaning used at the Bancroft plant and answered questions from the floor.

# #

Minneapolis Protest on Fees: Representatives of Minneapolis drycleaning and laundry firms recently protested a proposed boost from $34 to $50 in city license fees. The ordinance would also initiate a $10 license fee for some 300 cleaning and laundry pickup stations in the city and ban pickups and deliveries in places where food and drink are sold. Leonard Shapiro of Shapiro Brothers, Inc., and Charles St. Denis, representing Mayme Hoye Dry Cleaners, were among the protesting plantowners.

The committee referred the ordinance to the city research engineer for a study of the proposed fees in relation to costs to the city for processing licenses and carrying out an inspection program.



PUMPS LAST LONGER

Simple Low Cost Replacement with the Exclusive "Viking Re-Nu-it" Pump

Use the new "Viking Re-Nu-It" dry cleaners pump for longer life. Pump comes equipped with steel liner and self-lubricating bearings.

After long or hard service, you can easily and at low cost, insert the handy "Viking Re-Nu-It" kit. No need to disturb piping or pump alignment.

For complete information, ask for bulletin A200Q today.

VIKING PUMP COMPANY

Cedar Falls, Iowa, U.S.A. In Canada, it's "ROTO-KING" pumps

See Our Catalog In Sweets

Kohnstamm's new shirt-cleaning service brings you 3 vital advantages:

1. **SPOTLESS WHITE WASHING**—Amazing H-K Shirt Short Formula produces superior quality at a low cost for small wheel operators.

2. **PERFECT FINISHING**—Only Kohnstamm offers the nationally famous combination of RESILLO—FLAMONEL—and THERMOTEX for padding shirt presses...and no other combination can match these 3 for the finest, smoothest finish and the most economical shirt production.

3. **PERFECTION PACKAGING**—New H-K packaging materials...shirt bands, collar supports and envelopes...assure proper packaging, shirt after shirt.

Yes, KOHNSTAMM offers the finest, most complete service for shirt laundering anywhere. And when you do business with KOHNSTAMM, you do business with the world's largest and most famous laundry and dry cleaning supply house—and the nation's only national distributor. Ask our representative to show you the *proof of superiority* in shirts laundered the KOHNSTAMM way.

A complete line of laundry and dry cleaning supplies. Nation-wide service.

ESTABLISHED 1851

H. Kohnstamm & co., inc.

- NEW YORK 7, 89 PARK PLACE
- CHICAGO 11, 11-13 E. ILLINOIS ST.
- LOS ANGELES, (P.O. Address) 2632 E. 54 ST., HUNTINGTON PARK, CALIF.

ALBANY • ATLANTA • BALTIMORE • BOSTON • BUFFALO • CINCINNATI
CLEVELAND • DALLAS • DENVER • DETROIT • GREENSBORO • HOUSTON
INDIANAPOLIS • JACKSONVILLE • KANSAS CITY, MO. • MEMPHIS
MINNEAPOLIS • NEW ORLEANS • OMAHA • PHILADELPHIA
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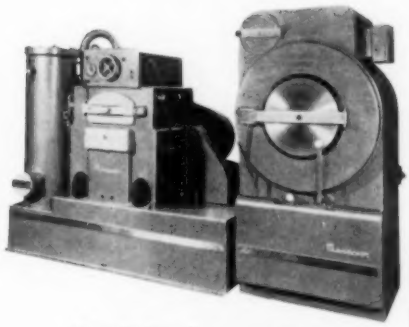
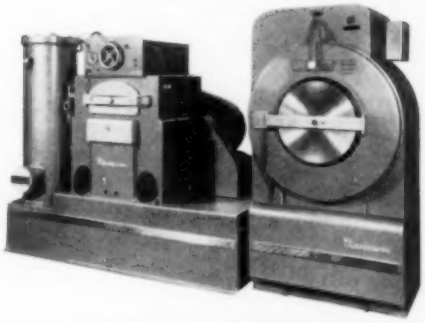
FOREMOST MANUFACTURER AND DISTRIBUTOR OF QUALITY LAUNDRY AND CLEANING SUPPLIES

3 big capacity—low cost Manitowoc single bath units



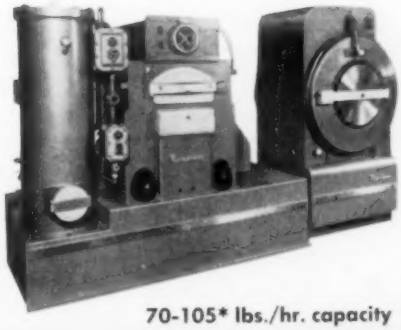
90-120 lbs./hr. capacity

PERCHLOR



70-105* lbs./hr. capacity

140°F



70-105* lbs./hr. capacity

105°F

Treat your customers to superior quality cleaning and fastest service possible—treat *yourself* to greater capacity at lowest cost with Manitowoc single bath dry cleaning units. You get the finest features available in any one of Manitowoc's three modern single bath machines. Advantages like continuous distillation for a constant supply of fresh, clean solvent; complete, built-in safety ventilation; handy sludge agitator in built-in storage tank; heavy duty, 2-speed clutch with smooth, positive engagement and operation; low heat, 36" x 30" high efficiency tumblers; compact dimensions use minimum floor space; equipped with exclusive Diverti-Flo† for easy field conversion to 2-bath operation; choice of semi or fully automatic controls; cloth plate or Manitowoc-Olson tubular filters.

Your authorized Manitowoc distributor can suggest the correct unit to meet your individual needs. Call him now for further information or write directly to Manitowoc for free literature—no obligation, of course.

Manitowoc also Features a Complete Line of Fine 2-Bath Units

*with additional tumbler †Pat. Pend.

Manitowoc

A Complete Line of Synthetic and Petroleum DRY CLEANING SYSTEMS

Perchlor 140°F-105°F

Tumblers Filters Stills Dry Cleaning Units

MANITOWOC ENGINEERING CORP.
512—16th St.
Manitowoc, Wis.

EDITORIALS

Groundwork

One of the vital functions of the National Institute of Drycleaning is in the field of trade relations. Headed by A. E. Johnson, a department is maintaining close liaison between garment manufacturers and our industry, as you know.

A recent meeting of the American Association for Textile Technology provided a real demonstration of this department's value. A sales representative of a large manufacturer addressed the group on "Those Fabulous Fur-Type Fabrics."

He recounted glowing sales records for synthetic deep-pile fabrics; how they have captured the imagination of women. He promised newer, more lustrous materials, some to be combined with real fur for trim.

One statement was particularly significant, however. He admitted a wide breach between textile manufacturers' sales forces and their research departments. Lack of knowledge on the part of the sales representatives causes them to make promises to garment manufacturers that are difficult, if not impossible, to fulfill.

It is little wonder drycleaners are constantly pestered by hard-to-clean fabrics. Thanks to the good work of the NID, our industry is on the ground floor of these new developments, and satisfactory cleaning processes can be devised. In addition, some useful pressure can be brought to bear to take some of the worst offending fabrics off the market.

At this session on fur-like fabrics, Mr. Johnson presented a paper telling the textile industry what developments had been made for handling these garments. He explained that safe procedures had been formulated for both fur cleaning and drycleaning methods.

It was probably the first time many of the technologists present were aware that our industry was apace of the manufacturers regarding maintenance of these materials. It also added stature to drycleaners everywhere in the eyes of these research men.

Within the next few issues you will read the experiences of cleaners who enjoy a nice volume of furlike fabric cleaning; how they process these garments. It should help you get your share of this business. Good, safe methods are available to you.

But already other blends and synthetics are coming out of the laboratories. To keep abreast is a never ending task for the NID. Its groundwork deserves the continuing support of *all* drycleaners.

Dogfight

While drycleaners fight to keep ahead of fabric developments, a fierce competitive battle rages between the manufacturers of man-made fibers and of natural fibers. Last January the annual convention of the Association of American Soap and Glycerine Producers, Inc., featured a promotion of the National Cotton Council. To help promote cotton wear, newly elected 1956 Maid of Cotton, Patricia Anne Cowden, and her entourage displayed the latest high-fashion cotton apparel.

Double-barrelled appeals were styling and washability. These two sales weapons will be exploited to the utmost by manufacturers and retailers. That is all to the good for our industry. The more garments sold, the greater our opportunity to clean and finish them. Here is the reason.

Top designers are creating originals and moderately priced small runs. Among the dresses shown were some by Mollie Parnis, Tina Leser, Ceil Chapman and Adele Simpson. While these beautiful creations were washable, they definitely would present finishing problems for the average woman.

Further, women who pay $50 or $100 or more for a dress are not prone to toss them into a washing machine. Fortunately, manufacturers who supply our industry have provided us with sizings and finishes that enable us to restore these expensive garments to their original appearance and drape.

Because of the intensive merchandising being done, cottons are no longer a summer item. They are worn the year around. The Maid of Cotton travels a full year to all parts of the country, selling Mrs. Housewife on the advantages of cotton, its styling and washability. Check your own department-store windows or fashion magazines for the complete acceptance of moderate- or high-priced cottons.

What an excellent opportunity to tell our customers we are just the people to restore the crispness, the hand, the drape to that lovely frock! It is one of the few opportunities we have to cash in on another industry's battle.

The Iron Is Hot

Cleaners around the country are generally entering their biggest season this month. Easter is just around the corner; winter wardrobes will need final cleaning and spring housecleaning is upon us.

The annual convention of the NID at Dallas this month is keyed to selling. This entire issue of NATIONAL CLEANER & DYER is devoted to management of route sales. We hope you utilize these two sales aids to promote drycleaning while your customers are most interested in your services.

The battle cry this month should be, "Up and Ad 'em."

REPRINT SERVICE FOR OUR READERS—Please write promptly if you want reprints of any articles appearing in this issue. Cost is $13 per 100, one side of a single sheet; $21 per 100, two sides of a single sheet. Additional 100's at $1.70, one side; $1.90, two sides. Minimum order is 100 reprints. For reprints in color or reprinted spreads or folders, please write for prices and additional information. All prices F.O.B. Lancaster, Pa.

Like money in the bank, a low cost Ross Solvent Cooler will start paying interest right away. By preventing solvent overheating throughtout the year, it will pay for itself in a matter of weeks. You will be assured of top qualtity cleaning and satisfied customers.

Here are some big headaches a Ross Solvent Cooler will relieve:

- **Color bleeding**
- **Difficult spot and soil removal**
- **Wasteful, costly evaporation**
- **Solvent discoloration**
- **Shrinkage, relaxation, "felting"**
- **Plugged filters**
- **Ruined Sizing, dressings**
- **Poor cleaning results**

you'll be sitting pretty with a Ross Solvent Cooler

- **Stubborn wrinkles and "breaks"**
- **Illness from sickening fumes**
- **Risk of fire and explosion**
- **Lost working hours**

Yes, a small investment in a rugged, compact, easy-to-hook up Ross Solvent Cooler will pay you dividends month after month for years. Get the whole story without delay... mail the coupon below or call your equipment distributor right away.

ROSS

SOLVENT COOLERS

ROSS HEAT EXCHANGER DIVISION • 1469 West Ave., Buffalo 13, N. Y.

Rush literature and prices on your solvent cooler at no obligation to me.

Name_____ Title _____

Company _____

Address _____

City_____ Zone_____ State _____

ROSS HEAT EXCHANGER DIVISION
of
AMERICAN - Standard

1469 WEST AVENUE • BUFFALO 13, N. Y.

In Canada: Kewanee-Ross of Canada Limited, Toronto 5, Ont.

I wish someone could remember what I said at that last sales meeting!

INTRODUCTION

THROUGH THE YEARS the Guidebook issues of The National Cleaner & Dyer have had many themes. Basically they were all pointed to a common goal—to make your plant produce greater volume, more profit and increase customer acceptance.

An industry trend recently has been intensive concentration on drive-in package plants. This development has been sound and logical. The American public has more and more accepted the idea of cash-and-carry purchasing. Package or feeder plants are here to stay.

On the other hand, just about half the buying public have stated in no uncertain terms that they prefer delivery service from their drycleaners. More important, the half that prefer this service include most of the people who have money to spend for drycleaning—the upper-half income earners.

Perhaps one reason we have been prone to overlook route selling, to look upon cash-and-carry as a panacea, has been the lack of complete information about route operation as it applies to the drycleaning industry. As in all past issues, the following pages are slanted toward providing *management* with the answers it seeks.

It is well and good to tell plantowners to hire better men in order to boost sales. A greater contribution is made when the hard core of sales management problems is dissected, analyzed and *solutions* presented.

For example, suppose we suggest you scientifically test your applicants for route sales work. Fine. But only two men apply for the job. In this case testing will only help you choose the lesser of two possible evils.

With that in mind, we have tried to start at the beginning. The subject of how to recruit men, how to write want ads that will pull eligible applicants plays an important part in the following pages. Only then can you properly evaluate the right man for the position.

How to interview, train and motivate are also covered. You will also find some answers to your questions on equipment selection, maintenance, route splitting.

It is a herculean task to cram every facet of route selling into relatively few pages. What follows is a digest of our own experiences and those of most experts in the fields of selling and fleet operations, with case histories of successful drycleaning plants.

This issue is intended to lighten your load of sales management. It is meant to help you gain your rightful share of the lushest market we have—*delivered* drycleaning. We are a service industry. If we serve the consumer as she wants, our potential from here on out is limitless. Route selling is an important answer to this problem.

We hope the following pages are so helpful that next year we will have to devote the issue to elimination of production bottlenecks caused by the avalanche of work your route salesmen bring to your plants.

CHAPTER I

Your Customers Are Crying For Route Service

How to tap the richest half of your market potential

FOR YEARS the drycleaning industry measured its progress in terms of how it could *produce*. Every development that received national recognition had to do with production. Producing faster, more easily, more cheaply was the sure way to greater profits.

Little attention has been paid to *consumption*. Consumer wants haven't seemed too important until now, because of our unprecedented prosperity and population growth. Our nation is increasing at the rate of 220,000 persons each month. That's a new city the size of Syracuse, New York, being added 12 times a year!

No wonder our industry has done well. Or has it? Has it grown in volume in proportion to other industries?

Since 1948 sales of goods and services are up a whopping 27.7 percent. Drycleaning in that same period has increased only 19.4 percent, laundry shows a small 12.7 percent increase. Moreover, the summer slump the past two years has really hurt most cleaning plants. This at a time when personal income stands at $286 billion and disposable income at $253 billion, largest in our history.

What Housewives Want

Yes, our consumers are increasing and they all have more money. If we are to get our fair share of those dollars we had better listen to the voice of the consumer—Mrs. Housewife. What does she want? She tells us she isn't entirely satisfied with her present cleaner. At least that's what two out of five housewives reported to the National Institute of Drycleaning. These figures are published in its excellent report, "The Consumer Speaks."

And here is the crux of the matter.

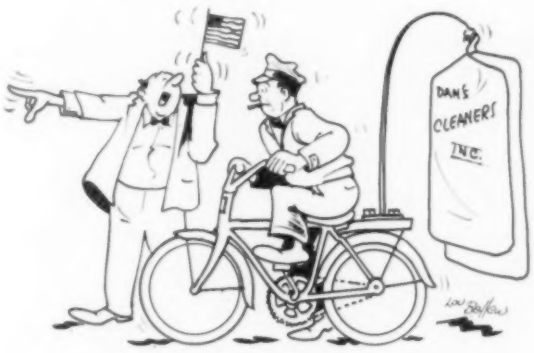
Nearly half the people interviewed—45.5 percent—preferred delivery service.

These figures are substantiated by several surveys made by independent manufacturers and advertisers in our industry. What makes these figures more significant is that they represent mainly people in the upper-half income group in our country. It is an established fact that the upper-half earners spend 75 percent of all money for drycleaning.

Perhaps our concentration on production — and package plants — has caused us to turn our backs on our most lucrative market. That may be the reason why our industry growth is only two-thirds that of other goods and service industries.

There are two excellent reasons for reevaluating the importance of route selling. First, the people want it. Secondly, two of every five persons are dissatisfied with their present cleaners. Forty percent of the public is ripe for good personal selling. These same surveys show that housewives do change cleaners, and send more cleaning as a result of solicitation. One out of four families has actually made changes because of such selling.

Because of production improvements, most drycleaning today is fairly uniform in quality. The big difference between plants is their selling effort. The successful plants recognize the requirements of their markets, and provide the services desired. Package or



Nor dark of night shall slow these swift couriers . . .

feeder plants are a partial answer. However, they represent a substantial investment—and still do not cater to the half of the market that wants delivery service. Even store outlets can't do that.

On top of that, stores cost as much if not more to operate than trucks. For all their attractiveness, their pleasant appearance, to be productive they must depend upon people to bring in their work. They cannot supplant the personal touch, the direct appeal *trained* route salesmen can offer. We are referring to men properly selected, tested and trained. They must be motivated through salary, recognition, meetings and contests. They must be given product knowledge and sales knowledge.

Sales Knowledge Vital

We are talking about salesmen, not *routemen*. That will be the last mention of this word in the text. Salesmen to be successful must have good equipment, they must know good approaches. Their sales presentation must be dramatic and interesting to neutralize the housewife's attention from her household problems and direct it to his sales presentation. His sales "close"—asking for the order—must be right.

A successful salesman is equipped with more than conversation. (This, incidentally, is his poorest tool.) He should be given a door opener—something to show the housewife, to direct his sales story. His positive selling story will help you get your share of those dissatisfied customers, increase sales per customer.

On a recent plant analysis to determine the reason for leveling sales, a most interesting point was uncovered. The plantowner felt his quality and service were all right. Falling sales were due to competition, he felt. It was found he was concentrating on call-office sales and feeder-plant operations. With all this emphasis, his quality was suffering. Here is the point:

A check of this cleaner's complaint records proved that all his complaints were from route customers. His route salesmen had a chance to hear the housewives' complaints, to get another chance to serve her. Store and feeder-plant offices just never heard from unhappy customers. It was too much trouble to take the garment back, make the complaint, then go back again for the same garment. That vital personal touch was missing, and so were increasing numbers of customers. Quality was one main problem here. Without the personal selling efforts of route salesmen, the decline would have been even greater.

Even a poor product was being sold, so long as direct contact with the customer was there. Meanwhile, some store offices found sales off so badly, they had to be closed. The upper-half-income customers from the routes helped keep the plant from folding.

There is nothing astounding about these wealthier customers spending more drycleaning dollars. After all, they have more dollars to spend. Their wardrobes are more extensive, they wear dress clothes more frequently. This market is broad. It takes in more than business executives and professional men. Most policemen and firemen, men earning in excess of $3,500, fall into the upper bracket.

If your plans include the innovation of routes or extension of this service, be sure to concentrate your selling efforts in those areas where these people reside. A simple analysis of your own market will tell you where to look for this business. And your route salesmen can drive there

IS ROUTE SELLING DYING?

Industry Survey Says "NO"; Prompts Guidebook Theme

The National Cleaner & Dyer has long felt a growing awareness on the part of cleaners to the importance of selling, particularly route selling. To substantiate that thinking an industrywide survey was conducted during the late summer of 1955.

Over 11 percent of our readers responded to the questionnaire, a remarkably high percentage. They resoundingly backed up our prediction. Trucks are not only here to stay, route selling is just coming into its own. Here are some of the figures:

Long-range plans on routes

Adding or holding at present level	95.5%
Dropping routes	4.5%

House-to-house pickup and delivery

Percentage of operators responding	*Delivery service percentage of total sales*
37.4%	50–74%
24.7%	25–49%
21.8%	75–99%
10.6%	1–24%
5.5%	100%
100.0%	

Bearing out the predictions for industry purchases as reported by Peter B. B. Andrews (December 1955 National Cleaner & Dyer) here is what our readers plan to purchase:

Trucks to be purchased in next 12 months

Drycleaners planning to buy	57.5%
Average trucks per buyer	1.64

The survey further demonstrated the growing trend toward route sales. Survey plants reported an average of 3.34 trucks per plant. This is up from 2.35 trucks reported in a similar survey conducted in 1949. This will continue to increase. The survey shows that of the trucks to be purchased this year, 20.5 percent will be used as *additions* to fleets, rather than replacements.

to get that business. Logical sources for market information are:

Local real estate board
Your newspaper
Police department or board of education
County highway department
U. S. Census reports
Local Chamber of Commerce

Use of any or all of these sources will tell you where the upper half of income population lives. This is based on rentals or property values, types of automobiles owned and other factors.

There is another point to consider in studying route operations. If you operate a combination laundry-cleaning business, you have a special problem. That is, basically, drycleaning customers are a different market from laundry customers.

First of all, American Institute of Laundering surveys year after year indicate that two out of three people never use any laundry service. If the emphasis is on your laundry, a major portion of your potential is never tapped. Another point: Laundry customers generally fall into the two middle-income quarters. Little laundry is purchased by either the top or bottom quarter of income earners. That top quarter is an important part of the drycleaning market.

Secondly, laundry is too often on seven-day service. This is much too slow for the average drycleaning customer (and the laundry customer, too). Laundry purchases are regular weekly requirements, while drycleaning is more intermittent. They do not necessarily tie in with your route schedules.

This is not meant to indicate that laundries should give up drycleaning route sales. On the contrary, extra efforts must be made by laundries. The real payoff will come with separate drycleaning routes, preferably under another name.

This important point was recognized many years ago by the New System Laundry of Portland, Oregon, which also operates Rawlinson's Cleaners. Both ventures are highly successful. Route salesmen from either organization will pick up both laundry and drycleaning. The laundrymen have high laundry-to-cleaning volumes and the drycleaning salesmen have proportionately higher drycleaning sales over laundry.

This side issue does not detract from the importance of route selling. It is a special one peculiar to laundry plants and must be considered in route planning in combination operations.

The following pages have been compiled to give you detailed information on all phases of route management. # #

CHAPTER II

Selection, Training And Motivation of Route Salesmen

A step-by-step approach to successful route selling

HERE IS THE KEY to successful route selling. Unless proper men are employed sales will never get off the ground. After selection every man requires training and motivation.

Men can be likened to three types of water transportation. Some are sailboats, some rowboats, others speedboats. That "sailboat" salesman only moves forward when prevailing business winds push him. With little or no training and motivation, he drifts along.

"Rowboat" salesmen are those who have limited guidance. Perhaps because of pressure from home and a smattering of sales know-how they can overcome inertia. They secure business by hard rowing.

But the "speedboat" fellow is the profitable producer. He is equipped with real sales knowledge. He has continuing training. His motivating forces are constantly up, thanks to an alert management. This type doesn't rely on prevailing business winds or his muscle alone to get where he wants to go.

Certainly few plants have reached a Utopia where every route salesman is a high-powered speedboat. But the presence of too many sailboats is a direct reflection against management. All too frequently it is stated that because of the tough competitive market good men are hard to find; that business conditions in "My" town are "different." Either business conditions are too good for men to seek route work, the union is too strong, or the mills are down.

The remarkable thing is that these "different" conditions, countrywide, become startlingly similar. It all boils down to first attracting the right type of man to your plant, then confirming your selection with proven tests. His training and motivation from that point on must come from management, not his own initiative.

How To Attract Good Route Salesmen

It is generally agreed that newspapers provide the best sources for sales material. They give the greatest coverage for the least money. Any other medium is a hit-or-miss proposition, and far more costly.

But help-wanted ads are like any other advertisement. They will sell only if they have some appeal to the reader's wants, not the plantowner's desires. Want ads require as much, if not more, planning than your regular advertisements selling your services.

These ads must be keyed to the reader's personal interests, not the plantowner's problem. Let us assume

you receive three pieces of mail. The first is a mimeographed circular, the second a letter to the company—typed, but addressed "gentlemen." The third is more personal. It starts out "Dear Bill." Which one would you read first? Which has the greatest appeal?

So it should be with want ads. In order to gain readership and attention, the ad must be directed to the prospective salesman personally. Ads written with human interest rather than plant interest will have much wider appeal. That's all to the good. The more men who read and answer ads, the greater the amount of selectivity that can be used. The fewer men who respond, the less the chance for good selection.

Ads With Poor Pulling Power

In our travels, we have come across help-wanted ads similar to these:

ROUTEMAN: For old-established cleaner. Plenty of sales help. Union scale.

Unusual Opportunity

Right routeman can do well here. Our routes are established. Most men with us over 10 years. We have fine reputation. Salary, commission. Our employees know of this ad.

ATTENTION DRIVERS

One of the finest drycleaning plants in the city needs good routemen. Pleasant conditions, established routes. Good pay. See or call us between 2-4 P.M. weekdays.

These ads might just as well be written in Sanskrit. They are not the language of the fellow seeking employment. Such ads were written by people concerned only with themselves. Their reputation, their future, their problems were all important.

The few items with appeal are written in vague terms. "Plenty of sales help." Does that mean a special college course, a pamphlet to read, or daily personal instruction? What is attractive about a plant whose men have been there 10 years or longer! Perhaps the caliber of men is such they are satisfied with nothing better. The statement may raise doubt about those "unusual opportunities."

So what if the other employees know of the ad? Is that a statement to send men flocking to a plant for work?

In the last ad—it is useless to tell the readers the plant needs help. Every potential employee already figures you need him far worse than he needs you. These ads may have some appeal, but to a limited number of men.

Ads With Powerful Appeal

To have real pulling power, ads must follow certain tested channels. They should have good headlines, addressed to average individuals. The copy must discuss *his* problems and how you can solve them. What you promise must be realistic and attainable by the average reader. It should have broad appeal. The weeding-out process should be done in your office, not by the ad.

Then, finally, make the interview convenient for everyone. Talk to all applicants. You might otherwise overlook a real topnotch salesman.

Here are some suggested headlines that inject human interest into your ads:

To the man planning for his own home

* * *

To the middle-aged man who understands people

* * *

To the father of a growing family

* * *

To a level-headed fellow with personality

* * *

To the man about to marry

* * *

To the wife of an underpaid breadwinner

After the heading, the copy should concentrate on the applicant's problem. Time enough to discuss the plant side of the story during the personal interview. Using the last headline, for example, the ad could possibly read:

To the Wife of an Underpaid Breadwinner

Is your husband stalled by a company that doesn't appreciate his ability? If so, we want to meet him. Life is too short to be stymied in a job that has no opportunities.

We know that route salesmen are the lifeblood of our organization. We know that if they are happy and well paid, both of us will enjoy the finer things in life.

If your husband wants a job with a firm that worries more about him than itself tell him about us.

In the case of the other suggested headlines, the copy should be tailored around the specific personal problem that confronts the reader. Here is another example of an ad which creates interest:

To a Level-Headed Fellow With Personality

Are you chained to a job that shackles your real abilities and earning power? If so, we would like to talk to you.

You can cash in on your personality and common sense as a route salesman. You have security plus the opportunity to earn in direct proportion with your efforts.

Call us today for a confidential interview.

Ads of this nature may run a few dollars more than the two-line copy usually run. But this money is an investment. Each route can represent a substantial portion of your volume. It should be entrusted to the most capable man available.

Here is a third example:

To the Father of a Growing Family

Are your expenses mounting faster than your earnings in your present job? If your job is preventing you and your family from enjoying life, we want to meet you.

Your wife and children deserve nice things while they are still young. We know how important happy home life is to a man. Let us tell you about the se-

How to select routemen

curity and opportunities you can have with us.

These ads make no wild claims. All men desire a feeling of importance. One of the ways they can achieve it is by earning more money. Earnings of route salesmen are in most cases well above the national average for salaried employees. We can then make an honest appeal to average men, offering them better opportunities.

The important thing to remember is that the want ads must indicate they will satisfy some basic want of the reader. Even though you may prefer to reword the ad, or use your advertising agency's copy, be sure it stresses his wants, not your needs. Such copy will definitely give you a greater pool of men from which you can make your selection.

Tap Other Sources

If morale of your sales force is high, the men presently employed can suggest job applicants among their friends. Your salesmen know your company and its policies. They can do a wonderful job of digging up qualified help. Names of these prospective employees should be kept on file when openings occur.

An alert cleaner will watch those people with whom he has everyday dealings. Perhaps there is a bright young fellow at the service station, a young neighbor selling part-time to earn extra money. Or your wife tells you of some door-to-door salesman who persuaded her to buy some brushes or a vacuum cleaner. A mental note of such men will come in handy when you need that new routeman.

We know many cleaners who never run a classified ad because they have built up a file of good men. In most cases they have closer personal knowledge of these individuals than can be gained by even a careful interview.

Interviewing and Selection

New equipment purchases are made with careful planning. Smart cleaners do not spend $10,000 haphazardly. A new route salesman costs as much in salary alone within a few years. Remember, too, the dollars of drycleaning he will handle in a short time. The same time and care should be devoted to selecting the right man. The new employee will cost from $300 to $1,000 before he is productive. If the wrong person is hired, that training expense is money down the drain.

First interviews should include personal discussion and filling out a written application. Both help in screening prospective salesmen. Application forms can be obtained from the NID by its members. Other sources are the several aptitude-testing firms and employment agencies.

It is suggested that the verbal screening come first. If an applicant is sufficiently impressive, the written information is then secured. It will substantiate his oral claims or disprove them. It can bring out many factors that point out undesirable traits not easily detected in a glib talker. Remember, you are a buyer, not a seller, in the interview.

The initial discussion gives you a chance to size up your applicant. Neatness and pleasant appearance are basic qualifications. Your reaction will closely match customers' attitudes toward the man. Now is the time to state exactly what type of job you have for him. It not only gives you the opportunity to tell about your company; it puts him at ease if you take the initiative. General questions about himself help at this stage, also.

The interview should then be channeled to specific questions to learn something of the applicant's aptitude for route selling work. Here are eight basic requirements for a successful route salesman:

1. Personal relations aptitude
2. Integrity and character
3. Mature ambition
4. Stable background
5. Communications skill
6. Sales-service attitude
7. Success aptitude in the job
8. Willingness to work

If you key your questions to these main points most of the unnecessary, time-consuming talk can be eliminated. The following questions will draw out the information you need:

1. What did you do on a typical day in your last position?

2. How do you think your previous experience will be of value to you in this position?

3. What are your plans or ambitions for the next few years?

4. How do you think conditions may affect the salesmen's jobs when we get back to a real "buying" market?

5. What do you do with your spare time? Other interests?

6. Why do you really want to take this job with us at this time?

7. Which part of the job as salesman do you think you will like best?

8. Is there any special training or information you believe will be most helpful to you in assuring your success as a salesman?

It is generally agreed that route salesmen with previous experience in drycleaning or laundries should not be considered. They are too difficult to retrain, to overcome bad habits learned. On the other hand, former bakery route drivers, milkmen and the like are good timber. The above questions will draw out that information, as well as reveal the characteristics that meet or fail to meet your requirements.

Danger Signals

If the personal interview has proceeded satisfactorily, the prospect should then fill out his application form. Careful study will point out factors that indicate a potentially satisfactory employee or one who will probably fail. Here are some important danger signals:

1. Interrupted continuity of em-

How to select routemen

Suggestions for Job Application Forms

There are many standardized forms of job applications. Since route salesmen handle company funds and can be responsible for as much as half of your business, their forms should be more detailed than those for productive employees.

Here are some of the basic questions the forms should include:

Name in full ..... (Male .... (Female...
Address ..... Phone .....
(How long....)
Social Security No. .....
Date of birth ..... Citizen ....
Single ... Married ... Divorced ...
Separated ...
No. of dependents ....
Previously employed here? .....
Relatives working here .....
Height... Weight... Color hair...
Color eyes.... Handicaps....

General health excellent... good... fair... poor...
Days missed last year from work account illness .....
Would you take physical examination at our expense? .....
Grade school attended .....
(from) .... (to) .... graduate...
subjects .....
High school attended .....
(from) .... (to) .... graduate...
subjects .....
University or college .....
(from) .... (to) .... graduate...
subjects .....
Special studies or training .....
(from) .... (to) .... subjects....
Total amount of present debts .....
Ever bonded? Accepted.. Rejected..
By whom .....
Ever in business for yourself? .....
If so, why discontinued .....
Driver or chauffeur's license .....
Serial No. .... Reportable accidents .....
Whom to notify in case of accident or illness .....

Previous Employment (last position first)

Firm name	Address	Position held	Dept. Mgr.	From mo. yr.	To mo. yr.	Reason for leaving
1.						
2.						
3.						
4.						

References (not relative or former employer)

Name ..... Address ..... Phone No. ..... Occupation .....
Name .....
Name ..... Signature .....

Many of the danger signals of poor employment risks show up on the application. Divorce or separation are unfavorable marks. An applicant may try to hide this. But if he selects some person other than his wife to notify in case of accident, it is well to check up on this.

Excessive absenteeism can indicate alcoholism or a neurotic personality. A person deeply in debt should be checked carefully before handling company money. Failure to pass bonding is a danger signal. Any voids in either schooling or employment records should be investigated.

ployment history (can indicate chronic charity case, or even prison record)

2. Previous refusal of bond (he will handle *your* money)

3. Frequent changes of job and address (instability indicated)

4. Recent divorce or separation (emotions may affect performance)

5. Accepting lower-paying job (can be quickly dissatisfied, or delve into receipts)

6. Poor health and accident record

The last question must be covered closely. Any applicant who has passed your requirements should be given a physical examination. Route selling requires good health and stamina. A few dollars spent here can save you untold amounts you would lose through sick salesmen. A physical examination can reveal a chronic alcoholic. A check with previous employers might show the man has a high absentee record, another indication of a drinker.

Former employers can tell you whether the man has a high accident rate. Many psychological tests will tell you the same story. Costly truck repairs, law suits and lost good will of your customers make accident prone applicants a very poor risk.

Beyond answering the questions of absenteeism and accident records, most former employers or character references will tell you little. But the fact that a man must give them lends credence to his application. Further, you have something with which to confront him if dismissal is needed.

Adaptability Tests Beneficial

One of the most profitable services your trade associations offer is help in selecting and testing new employees. Both the NID and the AIL have pamphlets or tests available to members. The Psychological Corporation, 522 Fifth Avenue, New York, can provide tests. There are many other sources.

Such tests are comparatively new to American industry. As the years go by, accumulated experiences give these tests greater accuracy for prejudging an employee's potential for a job. At present it is not recommended they be followed with complete disregard for your personal evaluation of an applicant. They do serve as a helpful yardstick. Adaptability tests can indicate general comparisons of the person tested with other people who succeed or fail in a particular job. They are an important factor, but should be only one of many considerations of employee selection. Tests will only tell *if* a man is qualified to do a job, not whether he *will do it*.

Final decision on any applicant should await a report on his physical condition. If this is satisfactory an actual driving test should also be made. Either your route supervisor or yourself should accompany him on a road test while he drives a company truck. Written tests similar to most state examinations are important, too. The National Safety Council has tests available in the event your state doesn't require a written examination for a driver's license.

If your applicant has passed the tests of your opinion, application standards, physical and driving examinations, he is ready for your most important help. He is qualified for training and the real selling job ahead.

Putting the Sale in Salesman

Would you entrust your spotting department to just anyone who happened into your plant? Or would you seek vital legal guidance from a schoolboy? Certainly not. Such important functions would be assigned people with sound training, with know-how.

By the same token you owe it to your business to make certain your new route salesman is armed with all the know-how you can possibly give him. As a plantowner you have three responsibilities.

First, you must make certain your salesman has product knowledge. Without it, the best salesman will flounder.

He must be given sales knowledge. Some of the most learned people in

PSYCHOPHYSICAL TESTS like this one for checking side vision play a vital part in selecting the best man for the route job at Brunswick Laundry

the world could never sell anything. Product knowledge alone is not enough. It is one thing to know the benefits of a product. It is still another to convince the other person to buy that advantage.

Then, finally, your job is to keep training and retraining. Motivation of your sales force hinges on your continuing interest in your men and how well they know their job.

Under ideal conditions a plant will have one or more junior salesmen. They will spend the bulk of their time in the plant, learning every phase of

TESTING

ROUTE SELLING is a specialized occupation. The employee is neither a salesman nor a truck driver. He is a little of both, plus other things. He needs clerical aptitude. Your route salesman must have accuracy in writing up and delivering orders, passing on customer instructions. He needs sales and service sense. Here are some typical questions taken from several aptitude tests to show what you should know about him. *(Reprinted courtesy The Psychological Corporation)*

SHORT EMPLOYMENT TESTS

Three tests measuring these abilities: VERBAL, NUMERICAL, CLERICAL APTITUDE. Scores on these five-minute tests predict performance in various kinds of clerical work.

Verbal. Vocabulary items are good measures of general mental ability. This is a test of word meaning. For each word in the left-hand column choose from among the numbered words to the right the one which means the same or most nearly the same. Write the number of the word you choose on the line at the right.

EXAMPLE A:

ABBREVIATE 1. Deny 2. Object 3. Shorten 4. Select _____

Since *shorten* means the same as *abbreviate*, the number 3 is written on the line.

NONCHALANT

1. Noteworthy 2. Unable 3. Stationary 4. Indifferent _____

DUBIOUS

1. Uncertain 2. Obedient 3. Tearful 4. Polite _____

RECUMBENT

1. Belted 2. Aching 3. Reposing 4. Distorted _____

SEVERANCE

1. Anger 2. Porcelain 3. Separation 4. Harshness _____

Numerical. Speed and accuracy in simple computations are important in clerical work. This is a test of arithmetic. Do each example in turn as quickly as you can. All of the answers are whole numbers.

1. 18 × 9 = _____
2. 83 + 78 = _____
3. 267 ÷ 3 = _____
4. 121 − 59 = _____
5. 69 × 4 = _____
6. 96 + 47 = _____
7. 276 ÷ 6 = _____
8. 103 − 34 = _____

Clerical Aptitude—This is part of the test's cover page. Directions are given and there is provision for one minute of practice. The test proper consists of a page of alphabetized names, like those under "Average Balance," and a page of 60 names to be given a "credit rating."

DIRECTIONS. In this test you are to find the CREDIT RATING for each of a list of names. The CREDIT RATING is a letter which shows how large the AVERAGE BALANCE is. Look at the column headed CREDIT RATING further down the page. Look at the name numbered 1. It is "Barnes, M. V." Now look for the same name in the alphabetical list at the left headed AVERAGE BALANCE. This name has an AVERAGE BALANCE of $5004.18. To find the code letter for this balance, look in the box just below the words CREDIT RATING. If the balance is $999.99 or less, the code letter is R; from $1000.00 to $1999.99, the code is S; for $2000.00 or more, the code is T. Since "Barnes, M. V." has an AVERAGE BALANCE of more than $2000.00, the code letter T has been written in the space after the name "Barnes, M. V." in the CREDIT RATING column. Now take the second name, "Bosworthy, A. G." and look for it in the AVERAGE BALANCE list. There is no "Bosworthy, A. G." although there is a "Bosworthy, A. P." Since "A. G. Bosworthy" cannot be found, an O has been written after the name.

AVERAGE BALANCE

Adams, D. B.	$2375.81
Adamson, B. D.	1942.89
Allen, J. F.	267.45
Anderson, H. G.	1712.50
Andrews, G. L.	2130.26
Armstrong, C. P.	1543.37
Atwell, C. R.	724.16
Barnes, M. V.	$5004.18
Baxter, A. N.	384.63
Bloomfield, H. T.	637.47
Bosworthy, A. P.	1822.77
Betts, K. L.	187.16
Bronson, D. H.	4768.33
Brown, J. R.	967.26
Browne, J. R.	1542.87
Carey, R. E.	6144.14
Clark, C. U.	318.89
Clark, C. V.	1731.43
Cooper, B. L.	1135.58
Corbin, G. P.	395.23
Corwin, G. P.	1074.77
Cosgrove, J. J.	2597.16
Coughlin, M. H.	1374.04
Cowan, F. L.	3418.21
Crane, N. D.	954.16
Dale, A. M.	8914.67
Daly, L. E.	2354.36
Daniels, R. T.	1317.85
Dearborn, F. F.	895.22
Decker, M. H.	527.59

CREDIT RATING

Balance	Code
$999.99 or less	R
$1,000.00 to 1,999.99	S
$2,000.00 or more	T
Name Missing	O

Take names in order. Begin here.

1. Barnes, M. V. _____
2. Bosworthy, A. G. _____
3. Clark, C. V. _____
4. Betts, K. L. _____
5. Andrews, L. G. _____
6. Daly, L. E. _____
7. Cosgrove, J. J. _____
8. Allen, J. F. _____
9. Decker, M. H. _____
10. Cooper, B. L. _____
11. Baxter, A. N. _____
12. Dale, A. M. _____

drycleaning and your business procedures. They will take over route work during vacations or illness. Then, when openings occur, they are well qualified to assume full responsibility for a route.

But the average plant cannot afford that extra expense for indeterminate periods. Nor is it easy to hold back an ambitious fellow impatient for his own territory. The average plant should plan at least a two-week indoctrination period before a man assumes a route.

Here is a suggested timetable to follow:

FIRST WEEK

First Day

A.M. Entire time with supervisor or owner, who should:

1. Explain company policy, pay days, vacation and insurance benefits; cover company history.

2. Introduce key personnel of plant, explain their functions.

3. Cover pricing and claim procedures.

4. Take man to lunch or assign someone to do so.

P.M. Management should personally see to it that:

1. A complete plant tour is made.

2. Workflow is explained, inspection and quality controls are pointed out to new man.

3. Driver storage area, work procedures are covered.

4. Evening reading assignments are made using company manual, trade journals or allied-trade sales helps.

Second Day

1. Meet other route salesmen.

2. Devote balance of day to marking department. Observe special instructions marked on orders by drivers. Get full understanding of marking procedures.

3. Follow up by management on outside reading progress, determine whether additional reading should be given.

Third Day

1. Spend entire day with cleaner learning all phases of operation.

2. Management review on marking procedure, outside reading.

Fourth Day

1. Entire day in spotting department.

Fifth Day

1. Three-quarters of day in wool and silk finishing departments.

2. One-quarter of day with management, reviewing week's education.

3. Management should check knowledge of company policies, pricing and claim procedures; assign home study.

SECOND WEEK

First Day

1. Spend day in inspection, assembly and bagging department.

Continued on page 76

THE MEETING SELECTOR

	TYPE OF MEETING	BEST USES	AUDIENCE PARTICIPATION
DISCUSSION	A guided bull session, a round table, give-and-take discussion.	Excellent for small groups. Most productive where atmosphere is informal. Good for informal exchange of information. Best for taking "pulse" of men, researching sales problems, determining needs, securing first-hand reports on competition.	Have men compete against each other for best answers to tough sales problems. . . . . Have one man describe a problem and the others act as advisors. . . . Ask several men to sum up their understanding of ideas, meeting points. . . . Have them fill out a questionnaire, participate in a warm-up game.
STRAIGHT PRESENTATION	Lecture, chart talk or speech planned around a group of exhibits.	Good for small or large groups. Excellent when purpose of talk is sharply defined and adequately illustrated. Good for inspirational talks, for short talks up-dating staff on new product or market changes, for brief training sessions, for presenting quick answers to new sales problems.	Stage a contest, with an end-of-meeting payoff for keenness of observations and remembrance of keypoints. . . . Ask for a frequent show of hands before, during and at the end of the meeting. . . . Have one or more assistants in the audience start the questioning at the conclusion of the presentation.
TRAINING SESSION	Involves telling, showing, practice and correction.	Ideal for explaining sales techniques to trainees. Equally good for introducing new product information; for training new and old salesmen to master new selling skills, adapt more effective work habits; for explaining new company procedures.	Stage a mock trial. Make salesmen defendants, judges, lawyers, witnesses. . . . Suggest men make penciled notes. . . . Give every man a chance to practice in front of the group. . . . Quiz and test. . . . Divide the meeting into pairs and have them teach one another the lessons they learned at previous meetings.
PROBLEM SOLVING	Conference leader or participant tables a problem. Group, usually small, attempts to find one or more ways to answer it effectively.	Usually a special meeting focused sharply on a sales problem of immediate concern. Best when problem is clearly defined and leader tactfully controls and guides group along previously defined path. Produces good answers to new selling problems and field tested techniques for combating competitive claims.	Pair off into problem-analysis teams. . . . Have entire group concentrate on suggesting ways to handle one specific problem. . . . Have office personnel ask for ideas to solve sales problems, as a change of pace.
ROLE-PLAYING	Salesmen act out roles—tough customer, angry buyer, etc. Others "sell" them.	Excellent for training salesmen to appreciate and understand both sides of a sales situation. Good for giving salesmen practice in selling, meeting buyer objections, closing sales. Particularly good for spotting weaknesses in sales presentations and training.	Use props liberally, realistically. . . . Rotate roles so that entire group has a chance to play various parts. . . . Ask men to think up problem situations. . . . Have men score role-playing activities of each other.

Courtesy of Research Institute of America

Do You See Yourself As Others See You?

(TEST)

Research Institute of America

Here is one test that is basically different from all the others. You may have noticed that all the other tests have been totally objective. You have never been asked to judge yourself in any way and so your own opinion of yourself has never entered into the answers.

In this one, however, you will be asked to judge yourself. But your own judgment on this subject may not be completely accurate.

So take an extra sheet of paper, number 1 to 20, and have your wife or a friend answer the same questions.

Read each question aloud so both you and your collaborator can hear it. Then write "Yes" or "No" beside each of the questions. Your wife is to do the same, BUT she should put down the answer she thinks you *ought* to be making about yourself. For example in the first question, "Are my feelings easily hurt?" if you think they're not, you write "No." But if your wife thinks they are, she should write "Yes."

If you want an even better "Look at yourself," ask several other people to answer the questions in the same way. Then compare all the answers with your own.

1. **Are my feelings easily hurt?**
2. **Do I like to read books?**
3. **Am I outspoken, sometimes blunt?**
4. **Do I enjoy a good argument?**
5. **Do I like detailed work?**
6. **Do I generally take life easy?**
7. **Would I rather work by myself?**
8. **Do I worry about possible misfortune?**
9. **Do I express myself better writing than speaking?**
10. **Am I annoyed when told to do things?**
11. **Am I reluctant to laugh?**
12. **Would I prefer not to loan things?**
13. **Am I careful about making friends?**
14. **Do I keep my troubles to myself?**
15. **Am I discouraged by a failure?**
16. **Do I SHOW little interest in the opposite sex?**
17. **Do I take good care of my car, clothes, etc.?**
18. **Am I often embarrassed?**
19. **Am I strict with other people?**
20. **Do I give long, detailed answers to questions?**

See box at top of page 77

Training route salesmen

Continued from page 75

2. Report to management on details of process procedures.

Second Day

A.M. Observe office routine, handling of charge accounts, driver cash, telephone inquiries.

P.M. With supervisor or owner, discussing route to be assigned, its potential.

Third Day

1. Spend entire day with top salesman or supervisor on a route. Learn clerical procedures of job, help on "cold turkey" calls. Study selling literature.

Fourth Day

1. Repeat route work with top man.

Fifth Day

1. Spend morning with routeman making deliveries.

2. Final check-out by management on process knowledge, company procedures, sales know-how.

When the new man takes over his territory, he should be accompanied by the supervisor the first several days. Long enough, certainly, to cover the entire route. Solicitation should play an important part in this initial training, to indoctrinate the man with its importance and to make it a habit.

Here is the key to successful route selling. Too many plants send a new man out on his route the first day on the payroll. No one takes time to brief him on procedures. Far worse, he is often sent out with the man he is replacing. This man is usually sour about the company and can create a bad impression of you in the new man's mind.

In most cases the old driver is leaving because he or the company is unhappy over his productivity. Not much enthusiasm will be passed to the new man. And no solicitations will be made. Without prospect calls, any route handicaps itself for growth. Surveys indicate that nearly half the customers deal with more than one drycleaner.

That means replacing some of your revenue lost because of your customers' buying habits. Further, people move away or die. A 10 percent turnover of customers is considered normal in other fields, a conservative estimate of drycleaning customers. But for comparison, you need at least 10 new customers for every 100 you now have just to stay even.

Management Must Create Interest

Your new driver will maintain enthusiasm for solicitation in direct ratio to *your* interest in such selling. You or your supervisor must plan a few hours every few weeks to working with each salesman, in the field. By so doing you accomplish several things.

First, you maintain his interest in real selling, not delivery work.

Secondly, you show your intense concern over his performance, his progress. It gives him a real feeling of belonging to the organization. Calling on unfamiliar, suspicious housewives day in, day out becomes a very lonesome proposition. What a boost you give his morale by your presence!

Last but not least, you can continue your teaching of salesmanship. Most

of these new men have just a smattering of selling knowledge. The less he knows about the subject, the more firmly the salesman relies on vague notions of what makes people buy. It takes constant work on your part to give him real selling tools.

How often do you hear drivers complain they can't sell because your price is too high? That's a real tip-off to poor sales training in any organization.

Equip Salesmen With Sales Tools

Here are some basic facts about selling your services. It is not a question of people selling *services*, it's people selling *people*. You are dealing with human nature. And people buy first, what they want, and secondly, what they need. They buy and do things they understand best, generally.

For example, the day the fall racing season ended, over 50,000 people attended the two New York City race tracks. On that very day an atomic scientific exhibit was held. Attendance was a few hundred.

People must be sold on what they want from our services, not what we think they need. Right now your prospects feel they can get along fine without your services. If they didn't, they wouldn't be prospects! After all, they haven't done business with you all these years and have got along fine.

The first words that the driver says to the prospect can make a new customer or lose one forever. A positive approach will work, a negative one kills the sale. Let's assume he tells the housewife her present cleaner does work inferior to yours, that his price is too high or his service slow. Will that endear her to your company? No. She has been told she exercises poor judgment in her selection of plants.

The same goes for selling shirt service. Tell her that her washing machine is a costly investment and you convince her she made a mistake. Her pride is not built up, and she resents your implication.

If we sold a tangible product with such technique, we might squeak by. To sell an intangible such as quality or service makes such an approach more deadly.

Most salesmen in our field are armed with the poorest weapon of all, conversation. To overcome this some plants have given their route salesmen "door openers," or small premiums. They help if they give the salesman an opportunity to dramatize your services. At best they are only a bribe for a few minutes of the housewife's time to listen to a sales presentation. They neutralize her thoughts from her household duties momentarily, to help get your story to her. By handing her something, she is brought "into the act." Using the sense of touch, as well as hearing, gives a double impact to your message.

That is, if the door opener ties into the presentation. Assume it is a small inexpensive sewing kit. It is given her for use on the odd mending jobs around the house. "And do you know, Mrs. Jones (always know her name), that garments cleaned by us are complete, ready for wearing? We take care of all minor sewing repairs as part of our regular service. And we restore that like-new look."

Real benefits have been offered her, and they tie in with the gift.

Any sales presentation is made more effective with dramatization, or something that arouses curiosity. Here are a few props and a sales message that

Do You See Yourself . . .

The answers you gave about yourself are not the point of the test. It's how frequently you and your collaborator disagreed. Of course, disagreement doesn't mean that you are wrong, or your collaborator is right. But it does show when you make an impression that is different from the way you feel.

You can decide for yourself how well you did, and fill in a score on your profile. But the thing of real importance is—how your selling is affected in this area.

Go back once again over the questions on which you and your collaborator disagreed. Now think about some of the sales you have lost. Could the fact that, on these points, you don't see yourself as others see you have anything to do with the lost sale?

Give Your Meetings a Change of Pace by Using

FILMS: If you use any of the standard sales training films, tell your men you will run it through once without stopping. After that you will run it again, stopping after each important principle is covered. Then quiz them on these principles as they apply to drycleaning sales. Have them write down their answers to emphasize how that principle applies to drycleaning sales. Award a prize to the man who gives the best answers.

WORKSHOPS: Take about five minutes to present a sales problem. Then break the meeting into small groups of about three men each. Have them discuss it in detail and report their findings to the rest of the group. One man from each group can act as spokesman. For variety, give each group one aspect of the problem to solve.

A BALLOT: Give each man a sheet of paper on which to write his "vote" for some subjects to be covered at subsequent meetings. Before you adjourn, tabulate the ballots and tell the men of the top subjects they selected. Because they made the selection, it builds interest in following meetings, gives them a chance to review the subjects beforehand.

A GRIPE SESSION: Most constructive meetings cannot afford to indulge in salesmen's gripes. Most gripes are caused by lack of sales training, enthusiasm for company. But perhaps once a year the taboo subject should be aired. At this session make your opening announcements and leave the room. Give the men 15 minutes to express their gripes. Have them listed anonymously on paper or blackboard. When you return to the meeting answer them at once or, if one or two need further investigation, promise an answer at your next meeting.

You should be prepared to handle all gripes. Most you know in advance. Some cannot be resolved. They will evolve around your price structure, delivery service or a tough competitive situation. These you will have to "sell" your men to accept. Real training and sales help will greatly reduce the importance of these gripes.

Sports activities build team spirit . . .

TEAMWORK on the routes develops through participation in sport. Basketball, baseball or bowling teams heighten men's interest in your company, have bearing on retaining them as good employees

has been used profitably by many plants.

Supply the salesman with a small white cotton cloth, a 10-cent bottle of iodine and a 4-ounce medicine bottle. In it is dissolved a half teaspoon of ordinary photographic developing hypo, sodium hyposulphite. This mixes readily with ordinary tap water.

As the housewife answers the door he says, "Mrs. Jones, you know how pesky medicine stains are on garments. Would you please place a few drops of this iodine on this cloth? (Getting her into the act.) Now our drycleaning plant gets hundreds of different stains to remove every day, similar to this one." He takes the hypo solution and pours a few drops on the stain. It is immediately bleached out. "Our plant knows how to handle stains, Mrs. Jones. Your garments cleaned by us come back fresh, like new. Would you like to try our work on one of your husband's suits or one of your dresses? If you aren't completely satisfied, there will be no charge."

A powerful presentation for several reasons. The simple demonstration erased the housewife's immediate problems from her mind. She heard, saw and felt a conclusive dramatic demonstration. When the driver asked for the order (which he must do), *he gave her a choice*. She could choose one of her husband's suits or one of her dresses. She had a choice between something and something—not between something and nothing.

Here is another simple sales presentation. Equip your salesman with a piece of ordinary *blue* litmus paper, available at any drugstore. Several dozen strips of litmus paper cost a few pennies. In this case we take advantage of the fact that central heating systems emit small amounts of sulfuric acid, except electrical heating.

Mrs. Jones answers the door. Your man says, "You know, Mrs. Jones, that your furnace gives off fumes, acid fumes, that attack fabrics. This causes costly damage and shortens the life of your draperies and garments. May I make a simple test to see if these sulfuric acids are present in your drapes?" He asks her to moisten half the litmus paper with plain water. She is told that in the presence of acid the paper will turn red. He touches the moistened paper to her drapes or slipcovers. Unless they have been cleaned very recently, that litmus paper will turn red.

Again, a dramatic demonstration leads him into a short sales presentation of your plant's services. The housewife finds that cleaning actually adds to the life of her fabrics and saves her money to spend on other things she wants.

Another prop used successfully is two small bottles of cleaning solvent. One contains clean, filtered solvent; the other cloudy, unfiltered solvent. Mrs. Housewife can see immediately the sparkling fluid used on her garments to bring them back to freshness.

It's what you can do for *her* that counts. Anything that accentuates your interest in her makes the sale easier. That's why cloth garment bags

Spark employee interest. Dramatized meetings

SALES MEETINGS can be fun. This one dramatizes Morey LaRue's hunt for storage business. Safari members were followed by cages of live chickens, rabbits and other "wild" game

are effective. By placing her garments in a separate bag, you show her how personalized, individualized your service is. It makes her feel important.

Remembering the customer's name contributes to that, too. Walking on her sidewalk rather than her lawn is another small, but important point. Wearing a smile fits in with the positive approach. It's contagious. That applies to present customers as well as prospects.

One top salesman we know will occasionally check a particular garment before it leaves the plant. He makes sure it is right. Then, when he delivers it, he smiles, tears off the paper bag, and states, "Look at that cleaning job, Mrs. Jones. Isn't that *beautiful?*" He nods his head affirmatively all the while, and before she knows it, the housewife is agreeing with him 100 percent. It doesn't hurt to resell steady customers.

The same human traits that motivate customers to deal with your sales force are within your salesmen. Your continuing interest in their routes, their problems, their training will repay you over and over.

Give these men entire credit for a job well done; share with them the blame for any mistakes. Some one once said, "When the worker hasn't learned, the instructor hasn't taught." For instance, one successful manager did this. When his men would bring him an idea, however ridiculous, he would say, "You know, I think *you've* got something there. Let me think about it a few days." Later he would go back with this answer, "On that idea, here is a point *we* have overlooked." He gave full credit for the idea, but shared the blame on its weakness. Absenteeism and turnover at that plant were practically nonexistent.

One man once put it this way: Dealing with humans is like dealing with a bank. Unless you make an occasional deposit, you soon overdraw your account. Unless you build up a fund of good credit in human relations, small criticisms and suggestions put you on the debit side. Nothing results except resentment and dissatisfaction.

Every salesman should be given individual attention at least once a week. Ten or 15 minutes should suffice to cover matters pertaining to his particular route. This time is in addition to that devoted to traveling with him on his route. Broad aspects of his training and motivation can be covered on a collective basis with your other route salesmen.

Sales Meetings Build Sales

Goals, budgets, call them what you will—every company should have a target. Without budgets for volume, profit and expenses we travel as aimlessly as a ship without a rudder. These figures must be broken down to individual routes. Collectively they add up to your total aim.

Route salesmen work more efficiently under quotas. Did you ever golf or bowl without keeping score? It makes the game pretty pointless. Scoring helps. Even though we may never approach the scores of the professional, at least we have a comparison with our own previous efforts. A sense of achievement is vital to all of us. Budgets give us that yardstick in sales.

Perhaps one of the most important functions of a sales meeting is to recap for each man his score against his quota. How often should this be done? There are no set formulae for frequency of sales meetings. Some are held as frequently as every morning. Certainly they should be held at least every two weeks.

The theme or pattern should vary, but should include a report of individual standings. Those who have done well are glad to have the rest of the group hear about it. Salesmen who are publicly announced as low producers will vow to improve, get off the bottom. (And if they are at the bottom repeatedly, you know where to plan replacements. When such a change is made the other salesmen will accept it.)

It goes without saying that meetings should be well planned, beyond the reporting of sales. A definite program should be outlined. Each meeting should have an objective, for example:

1. Kick-off of sales contest (rules, length) *Continued on page 80*

How Much Do Your Men Get Out of Your Meetings?

Primarily, meetings are held to educate, to motivate your sales force. Just how much they accomplish can be checked by these methods:

1. Right after your regular session, hold a five-minute report contest. Have each man write down his impressions of the meeting. What he got out of it, what he would like to have covered at the next session. Post the winner's entry on the bulletin board.

2. Check results of your efforts with your supervisors. Improved performances, field reactions reveal how men have taken to your suggestions. These discussions also provide meat for future sessions.

3. Talk to a few of the men after the meeting and get their reaction first-hand. Pick a different few to talk to after each meeting. See what points made the greatest impression.

4. Participants are good listeners. Tell the men the next session will have group participation. Give them a subject and tell them to be prepared to explain how to do something about that problem based on their own experiences. Select names at random. They will keep on their toes because they don't know who will be called upon next.

boost sales—as do occasional dinner sessions

SALESGIRLS need stimulus of sales meetings, too. Often interest and attention they display will spur route salesmen to greater sales efforts

How To Direct Your Sales Training Efforts

There are three steps to any sale. These are the *Approach*, the *Demonstration* and the *Close*. Your star salesmen can do all three well. Your average and sub-par performers may do one well, or none at all.

You can measure their performance to get a clue as to where your training can be most effective. A check of their solicitation calls reveals this information.

If your men are making few solicitation calls, they probably need help on strong Approaches. This is the vital part of any sales interview. Unless the housewife's interest is aroused, her mind neutralized of household problems, no sale will be made. Continued use of poor approaches will discourage your men from working on this important factor in your business —new customers.

If your salesmen make a great number of calls but realize few orders, look for weaknesses in their Demonstration and Close. The Demonstration is that part of their presentation where they explain the superiority of your services; why customers should do business with your company. The Close is that essential act of asking for the order. The mere telling of your sales story will fall flat unless Mrs. Housewife is asked to use your services.

Continued from page 79

2. Close of contest (results; "It proved we can do it")

3. Seasons to exploit (fur storage)

4. How to prospect (skits, or men selling each other)

5. Safe driving (film or city safety official)

6. Explanation of new plant or office procedure

7. Special outside speaker on sales (allied tradesman, outside route manager of dairy, etc.)

8. Conference type (all men participating)

It is good to invite wives or sweethearts to the sessions once or twice a year. They influence men's performances, good or bad. Get them into the act, on your side. Such affairs can be luncheon or dinner meetings.

There is no real preference for early morning, afternoon or evening for the regular meetings so far as convenience or productivity is concerned. In some areas union regulations prohibit meetings on employees' time. If evening sessions are held they should include dinner, or at least refreshments afterward. Night sessions do allow more time to cover your selected subject.

There is some objection to afternoon sessions in that some drivers have difficulty returning to the plant in time. Also, if the meeting runs too long, their minds are on getting home instead of your message.

Morning meetings have many advantages. They don't interfere with the salesman's home life. Your men are fresh and alert. They can immediately put into practice the ideas covered. You have an excellent opportunity to check the men's appearance before they meet the public. On the debit side, the sessions have to be short. Discussion is limited. Humorous skits somehow misfire at an early hour.

Whatever your preference, regular sales meetings are a must. Time selected or duration is less important than what is covered. Too often meetings are held irregularly, then attempt to cover several topics. The effect is lost.

Planning includes having an adequate room for the meeting. There should be seats for everyone. If you expect the men to take notes, be sure to provide writing materials. Conference-type meetings are best held around a table.

A blackboard is practically standard as a prop. If you arrange for skits, space should be provided for your performers. Then, be sure your men have adequate notice for your meetings. If an outside speaker or a film is to be used, play it up in your bulletin announcement. The enthusiasm the men have for the meeting will be in direct proportion to your own excitement.

If you have a speaker, be sure to give him a proper introduction to your group. It is a courtesy to him and usually his only compensation for helping you. A course in public speaking for yourself can be one of your better investments. E & R Laundry and Cleaners of Manchester, New Hampshire, went one step farther. It sponsored the Dale Carnegie course for all route salesmen as well as management.

Too much concentration on one theme is almost worse than too little. The underlying theme of any sales meeting is more sales, more profits. But it can be presented in many different ways. That's why planning is so important. For this reason meetings should have a change of pace. If the manager gets up and holds the floor through the entire meeting, ranting for more sales, it soon becomes old-hat.

Occasional conference meetings help get the men in the act. You get full benefit of one other reason for meetings; you help develop the men's spirit of belonging, of teamwork. It is also good to bring in your spotter, bookkeeper or some other member of your personnel. Their side of your operation is important to more sales, too.

But, by all means, avoid meetings that are gripe sessions. Each driver attending is most interested in his own route, its problems. In the desire to pass the buck for shortcomings, he is anxious to blame someone else. To voice this in front of the rest of the crew bolsters his own ego. It adds nothing to the meeting, however, and it reminds the other men of their pet complaints.

It should be clearly stated that such comments are welcomed, but at another time. If the men will tell you about it in your office, or inform the proper person in the plant, steps will be taken to correct the situation.

There is one effective prop that helps squelch these disturbers. Using a plain white shirtboard, a black dot is placed in the center. When it is sensed a gripe session is under way, hold this card up. Ask several men what they see. They will respond they observe a black dot. You can then point out that it is true, there is a black dot.

But then emphasize that there is far more white space on the card. And instead of concentrating on the little spot, representing complaints, they should put their attention on the white space. That's the area of positive thinking—the real purpose of getting together. A simple device, but most effective. After the first demonstration, merely holding the card up will normally stop the hecklers.

Planned, diversified meetings play an important part in motivating your salesmen. Occasionally they need added stimulus. Here is where contests fill the bill.

Contests Should Have Purpose

There lies in all of us a basic human drive, the desire for importance. Contests help spark that inner drive. "Here is a chance to show the plant what I really can do. Wait till my wife sees me bring home that award." The daily repetition of route selling dulls that inner drive.

But everyone likes a contest, a fight. That's what packs a ball park, race-

track or football stadium. Every spectator has placed himself mentally on the field. Each of us is a winner in his mind's eye. We hit that home run, or scored the touchdown, or rode the winning horse.

That is what your contests do for your men. The salesmen become participants. They do better than they normally care to. At the end of every sales contest, the same moral applies. "See how much better your sales were, with a little extra effort. You can do this well any time you choose. *You are better than you think.*"

That is the psychology behind every sales contest if management will but take advantage of it. This is all that a psychiatrist does for a patient. He reinstills in that person his self-esteem.

You lift your sales force out of the inevitable doldrums. But success hinges on the kind of contest, how fair it is. Merely setting up a prize does not guarantee success. Putting a baseball bat in a man's hands does not make him a good hitter. Really successful contests take as much management planning, execution and follow-through as any other part of your business.

There are basically two types of contests. The more popular in our industry is the quota contest. The other is a leadership contest. Quota contests award prizes to each salesman who equals or breaks his individual quota. This is usually set up at a figure 10 percent over his sales for the same period a year earlier. Leadership contests find the men winning on the basis of their standing against all other salesmen.

What happens too often is that the same man wins this type of contest. It has been more effective to have them compete against their own performance. Regardless of how far one man outstrips the rest in total sales, it doesn't affect the others' chances of winning.

What the men win has a bearing on the contest's success, too. Cash awards should be your last choice. Merchandise prizes for the home have a lasting benefit. Cash is soon spent, the contest forgotten. A merchandise prize is pointed to forevermore as something "My John won in his company contest."

A $10 bill means little, but a $10 electric clock will get action. One big reason is that you bring the little woman into the act. When you set up your contest, be sure to write the wives a friendly note announcing the contest and what you have for her if her husband makes his quota. A follow-up letter or phone call during the contest will keep up her interest.

Often local merchants are glad to cooperate by giving discounts on the merchandise purchased. There are several firms in the country who sell these prizes at a discount. They supply each contestant with a catalog, showing point values for each item. As your men accumulate points for meeting or exceeding quota each week, they can accumulate the points for higher-value merchandise.

At the end of the contest you make out a check to the winners for the total points, which they send to the prize distributing firm. The points are in lieu of cash. Your cost is again below regular retail prices, and the goods are brand-name, nationally advertised products. Two of the many firms are Belnap-Thompson of Chicago, Illinois, and Award Incentives of New York City.

Too much of anything is bad. Contests that are long-drawn-out or involved lose their punch. And too many contests have the same effect. The cleaners with the best experiences find that two contests a year are enough. These usually run for a maximum of six to eight weeks.

Standings should be posted each week. The old thermometer chart has been played to death. You can visually tell the same story with paper race horses tacked to a wall chart, running over a simply drawn racetrack. There are dozens of variations to this. Use race cars instead of horses. Use a bar graph. Some plants have offered complete wardrobes for wives. Each man's standing is represented by a paper doll tacked to the chart. As his points accumulate, pieces of wearing apparel are added to the doll. The actual items, a dress, shoes or whatever can be given the wives weekly, or you can hold up the prizes until the contest ends.

Most important, when the contest is over, you have your big chance to gain lasting benefits. Be sure to point out to the men how well they did with a little extra effort. That they proved to you and themselves they were better than they thought. If that same extra effort were applied after the contest, they still could win. The extra commissions from added sales are a form of award, and will buy those extra things for the home or themselves.

That's the real payoff of the contest for you. But like everything else, contests will pay off in direct proportion to the effort and planning you put into them.

Contests are important, but they are only one solution for a complex problem—getting more volume. All your salesmen, new and old, need quotas or goals for successful selling. They should have weekly volume quotas. They should be assigned a definite number of solicitation calls each day. The hours they spend on the route and the number of calls they make have a direct relation to the volume they will produce. These solicitation calls should be reported to management. Follow up on them, show interest, or the drivers will lose interest.

If the average salesman is permitted to do his own planning, he will go nowhere. That *managing* must come from management. Another vital function of management is to train and retrain constantly. It takes sales tools and sales training to make real salesmen. Then contests assume their correct place, frosting on the cake. # #

Stimulating route sales

CHAPTER III

Route Splitting: Good or Bad?

Here are some pointers on why, when and how to split routes

IF YOU ARE PRODUCING quality cleaning at the right price and service, properly advertised, your volume is bound to grow. That is, if your plant offers delivery service by salesmen who have been carefully selected, trained and motivated.

This growth will finally choke off future expansion, especially on your better routes. When this begins to occur route splitting should be done. How do you know? Sure signs are when route volume levels off, when the men who do conscientious soliciting drop that important function. Another indication is when the route salesman is satisfied with his earnings.

This is all based on the assumption that your routes are giving you a profit. A route that is static at $200 a week obviously needs another cure than splitting. We refer to routes that run $600 or $700 a week or even higher. Men on such routes are becoming delivery boys. They haven't time to look for the new accounts your business needs to keep it healthy.

If the split is in order, the first step is to study your market so that another route added will have potential to show good profitable growth, and still leave the present salesman enough to rebuild his reduced territory. How to make a quick market analysis is explained elsewhere in this text.

Your next step is to make certain the compensation to your present route salesman is equitable. His earnings are bound to suffer and so will his morale unless you offset his income with some fair package deal.

There are several ways to keep his pay—and morale—high, with subsequent benefits to you. If they are followed the present route salesman will soon rebuild his route through hard solicitation. But in addition to monetary compensation, you can do something else important to route growth.

A consistent direct-mail campaign into the markets you are developing will aid your route salesman immeasurably. These can take the form of simple postal cards, or personal letters signed by you. The most important point is that they be sent regularly to the same people. At least six mailings over a six-month period is a minimum amount to consider if the campaign is to be at all effective.

Many plants will give the affected salesman added help through a "blitz" campaign. This merely consists of using all the drivers for a few hours once a week to solicit the area to be expanded. All this adds to the morale of the entire crew and builds teamwork.

When the salesman is remunerated for lost volume, usually by some sizable payment, it has the same effect that a contest has. The other men get the idea that extra effort is *not* penalized, rather rewarded.

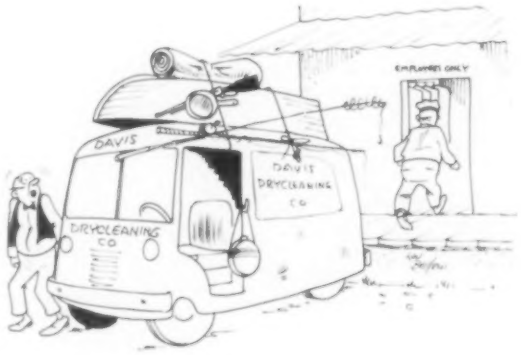
Many plants will buy the lost volume outright from the man. Management will figure his actual volume for the six-week period immediately preceding the split. This is divided by the figure 6 to strike a weekly average. If this were $750, let us suppose he were to lose $150 a week in volume by the split. If he is paid a 10 percent commission that would amount to $15 per week. Multiplied over a 26-week period (six months), it is figured his earnings would decrease $390. So as soon as the split is made, he is handed a check for the full $390.

The assumption is that by earnest solicitation and help from management, the route will build back the lost $150 weekly volume. In the end, both route salesman and plant win.

Some plants prefer to use a "guarantee plan." In this case, even though the man's volume drops, he continues to earn his average weekly salary immediately preceding the split. This usually goes on for six months, or until he equals or surpasses his former earnings. Many plants extend this period for as much as two years. It usually is the result of mutual agreement between management and the salesman.

There is another variation of the flat-payment plan. Suppose a route split would take away $200 a week from its volume. The salesman is paid a lump sum of $400, or two dollars for every one dollar of gross volume lost. This is a clear-cut, simple plan—one that the salesman can easily understand. The only danger to the lump-sum payments is that if the man leaves your employ, you stand to lose the entire amount with no return on your investment.

The fourth plan, and probably the



How to split routes . . . and maintain morale at the same time

most popular, is the "reducing bonus" arrangement. The name explains the plan. Here's how this one works:

Suppose a plant decided to take $200 from a $600 route. If the salesman received a 15 percent commission, his normal bonus would be $30 on this sum of $200. Your next step is to make an equitable estimate of how long it will take him to rebuild his route to the original $600 volume. Let us assume you and your salesman decide he can do it in 60 weeks. You would then divide the $30 by 60, which amounts to 50 cents. This is the amount his extra bonus would be reduced each week for 60 weeks, until no bonus is left. The first week he receives $30 extra, the second week $29.50, then $29. This helps offset his loss during the building period, but compensates management as the sales improve on the route.

In any case, be sure both your old salesman and the new man are given territories with proper potential. They should both be given a proportionate share of people whose incomes fall in the upper half for your community. Then back them up with direct mail, plus your usual methods of merchandising. # #

NEW TRUCKS are in plans of half of plants reporting in recent survey. Type of equipment preferred varies—good maintenance is requisite for saving both money and salesmen's time

FULL-LENGTH MIRROR serves as daily reminder to salesmen to look well groomed. Crown Laundry at Sherbrooke, Quebec, Canada, has mirror placed opposite drivers' delivery racks. Note reference to clean trucks, which plant insists be washed every night

CHAPTER IV

Points To Consider When Selecting Trucks

Right trucks, properly maintained, make good salesmen better

THE ROLE OF TRUCKS is almost as important to your success as the selection and training of the routemen. They both represent your plant. They are traveling advertisements. Whether customers react positively or negatively depends on your initial selection and then your follow-up. As the preceding chapters dealt with the man, so these pages will be devoted to the problem of equipment.

Lease or Own?

There are many arguments, pro and con, on the proposition of plant ownership against leased trucks. One thing is certain. The lessors are not in business for their health. They expect to make a profit. Their depreciation, maintenance and operating costs are made up of the same figures as the plantowner's, with some profit added. They may realize more profit because of regular, proper maintenance practices, but these are within the realm of good management practices, available to plantowners. Generally, plants that lease are paying someone to share their management responsibility.

The national survey recently conducted by this magazine reveals that only 1.7 percent of reporting plants lease equipment. Of those who do not

TRUCK BODIES—ALUMINUM OR STEEL?

There is considerable debate over the desirability of one metal over the other for the drycleaning industry. Both types have considerable merit. We list here the claims made for each by the experts. You can form your own conclusions as to which best suits your needs.

Opinion among our readers who reported to our recent truck survey is about equally divided. Some 47.7 percent favored aluminum, while 41.1 percent preferred steel. The balance of 11.2 percent indicated a preference for galvannealed steel bodies. Among all users 24.5 percent stated they might be interested in plastic or Fiberglas bodies.

FOR ALUMINUM

- Lower operating costs
- Longer chassis life
- Corrosion resistance
- Painting unnecessary
- Simple panel replacement

FOR STEEL

- Lower initial cost
- 12-15-year body life
- Easily repaired
- Easy to undercoat
- Simple to paint

lease, 57.5 percent were against the idea.

The American Institute of Laundering operates a model laundry plant at Joliet, Illinois. It made a careful comparison of leasing with the ownership of its 16 trucks. Total cost of the fleet owned by the Institute averaged 13.2 cents per truck mile driven. This included maintenance labor, gas, oil, grease, tires and tubes, depreciation, outside repair work, insurance, repaint every four years, 4 percent interest on investment and other miscellaneous costs. Bids for leasing identical equipment ranged from 18.3 cents to 19.2 cents a mile.

The figures were submitted by four different leasing firms. Three of the bids, not including the lowest, did not cover garaging and washing. Estimates from other parts of the country placed leasing costs at from 13 to 25 cents per mile driven.

What Type Equipment?

Our survey revealed that 38 percent of the trucks used in the drycleaning industry are five years old or older. Since over half of the reporting plants stated they would buy new equipment this year you will be interested in the type of equipment they are considering.

Opinion is equally divided between conventional panel jobs and man-high multistop trucks. The former are slightly favored: 52.2 percent against 47.8 percent for the latter. There seems to be a definite swing toward automatic transmissions: some 37.7 percent of the plants plan to buy these this year. Of those plants already using automatic transmissions, 91 percent report good to excellent results.

Better than 93 percent of reporting cleaners use either ½- or ¾-ton trucks and will purchase these sizes in the future. The smaller size is slightly favored over the ¾-ton models. Our readers look for these characteristics, in their order of importance: operating economy, low maintenance, low initial cost, maneuverability, safety, and finally time-saving advantages.

They are influenced in their selection by past experience with a truck, price and trade-in allowance—in that order. Over three-quarters of the reporting plants expect to buy the same make they now use.

An Ounce of Prevention . . .

Dependable performance of equipment is essential to the morale of your men. Time is money to a salesman. Constant breakdowns, flat tires, shabby appearance all cut into the salesman's earnings and your profits.

Success of route operations is dependent upon proper maintenance of equipment. For nearly 30 years A. E. Friedgen, Inc., of New York City has acted as transportation consulting engineers. They have analyzed the operations of over 1,000 delivery fleets. Here is what they say provides for good route operations:

1. Management and control of maintenance
2. Information—cost records
3. Knowing how to use that information

Like any other phase of your drycleaning business, the type of route operation you have is a direct reflection of your own interest and management ability. To give your efforts some direction you must have facts —records. We do not refer to an industry comparison. Gasoline costs, climatic conditions, roads vary. What you want basically is the present cost of operation of *a* truck against its *own* past performance.

Once the information is secured, it is only effective if it is used. Just knowing that a truck burns more gas now than it did last year isn't enough. You must find out why and take the necessary action. Perhaps you've

Continued on page 86

"Our routes are purposely small so you'll have plenty of time for solicitations."

Federal Tax Revision Benefits New-Truck Owners

Under a recent ruling, you can now choose between two different methods of depreciation. If you buy new trucks you can take advantage of the *declining-balance method*. The other is known as the *straight-line method*, as before. If you purchase only *used* trucks you must use the straight-line method. Because of the greater benefits offered by the declining-balance method, it can be cheaper for you to buy new rather than used.

What are the differences? In the straight-line method an owner divides the original cost of his truck, less salvage, by its number of years of useful life. The answer is the dollar amount of annual depreciation.

Example:
$3,000 = original cost of the truck
200 = estimated salvage
2,800 = cost of truck, less salvage
7 = years of useful life
$2,800 ÷ 7 = $400 amount of yearly depreciation
$400 (or approximately 14%) = annual depreciation rate
$3,000 − $400 = $2,600 book value, end of first year.

Under the declining-balance method, the owner is permitted to *double* the percentage figure arrived at by the straight-line method. This is applied at the end of the first year of the new truck's original cost. Using the same example of a truck that costs $3,000, you deduct 28 *percent*. Result: $840 is subtracted from the truck's cost, or a book value of $2,160 at the end of the first year. NOTE: Under the declining-balance method the proposed regulations state that it is *not* necessary to consider salvage—another advantage to this new method.

The old method allows you $400, the new $840 the first year. But how about the second year? The declining-balance method shows a value of $2,160 for the truck. At the end of the second year, take the *doubled* percentage figure (28 percent) and subtract that from $2,160.

Example:
$2,160 × 28% = $605
$2,160 − $605 = $1,555 book value at end of second year

Had the truck been depreciated by the straight-line method, at this time it would have depreciated $800. Figuring by the new method the figure is $1,445, or $645 more than by the old way.

The real advantages of the new system are gained the first few years. But it is entirely permissible to switch to straight-line depreciation when its advantages occur. Should you decide to switch at the end of the second year, you must divide the truck's remaining book value (minus salvage) by the number of years of remaining useful life. This result is the annual depreciation for the remaining years.

Some Questions and Answers

Q. What is the "useful" life of a truck? Who decides this?

A. You do, subject of course to the Internal Revenue Bureau. Your present tax counsel can advise you what the average figures are for similar businesses using similar equipment.

Q. How do trade-in allowances affect the new truck costs for depreciation purposes?

A. Assume the new truck costs $3,800, and you are allowed $1,200 for your old one. That leaves a $2,600 cash difference. But you still show a book value of $1,000 on your records for the old truck. Your total cost for the new truck for tax purposes is $2,600 plus $1,000, or $3,600, which you use for depreciation.

Q. Does this rule apply only to trucks? How about passenger cars?

A. It applies equally to passenger cars, when they are *classed as business vehicles*.

Q. Do you have to operate a fleet of trucks or cars to use the new deductions?

A. No. It applies to single vehicle operations as well. The only requirement is that the truck or business passenger car be *new*.

Q. But I usually buy used equipment.

A. In one of the following tables we will show you that this new rule will save you money if you switch to new equipment. And that doesn't include savings you will realize on repairs and maintenance.

Q. Can you give a complete rundown on both systems as it would apply to the same truck?

A. Yes, Here it is. Assume your new truck costs $3,300 and has a useful life of eight years.

Straight-Line Method

$3,300—original cost
(subtract) $100 for estimated salvage value
$3,200—base cost for depreciation purposes
$3,200 ÷ 8 (years of useful life) = $400 (allowable yearly depreciation deduction)
8 (years of useful life) = 12½% rate of depreciation (first year)

Thus:

Book value at end of—		
1st year,	$2,900	($3,300 − $400)
2nd year,	2,500	(2,900 − 400)
3rd year,	2,100	(2,500 − 400)
4th year,	1,700	(2,100 − 400)
5th year,	1,300	(1,700 − 400)
6th year,	900	(1,300 − 400)
7th year,	500	(900 − 400)
8th year,	100	(500 − 400)

Declining-Balance Method

$3,300 ÷ 8 = $412
$412 = 12½% of $3,300
12½% × 2 = 25% or the annual rate of depreciation
Book value at end of 1st year, $2,475
($3,300 × 25% = $825
$3,300 − $825 = $2,475)
2nd year, $1,856
($2,475 × 25% = $619
$2,475 − $619 = $1,856)
3rd year, $1,392
($1,856 × 25% = $464
$1,856 − $464 = $1,392)
4th year, $1,044
($1,392 × 25% = $348
$1,392 − $348 = $1,044)
5th year, $783
($1,044 × 25% = $261
$1,044 − $261 = $783)
6th year, $587
($783 × 25% = $196
$783 − $196 = $587)
7th year, $440
($587 × 25% = $147
$587 − $147 = $440)
8th year, $330
($440 × 25% = $110
$440 − $110 = $330)

You will note the real benefits occurred within the first three years. You may follow this method of depreciation as long as it gives you a *favorable* deduction. But if you switch to the straight-line method of depreciation, be sure to divide the truck's remaining book value (minus salvage) by the number of years of remaining useful life. This result is the annual depreciation for the remaining years.

[EDITOR'S NOTE: *The above tax article is intended for information purposes only. It is not planned as a substitute for your own qualified tax counsel. We merely want to point out the possibilities existing in the new depreciation method described.*]

Difference in Cost Per Year, Per Truck		How To Control
Gas – difference of 3 miles per gallon	$115.00	Install records. Check and improve engine performance, tune-up. Driver training.
Oil – difference of 200 miles per quart	9.75	Right engine performance. Correct grade of oil—extended oil change periods.
Sundries – difference of $2.50 a month	30.00	No unnecessary gadgets. Controlled purchase of anti-freeze, tools, supplies.
Tires – difference between 10,000 and 30,000 miles in tire life	294.00	Physical check of pressures, alignment, mating, loading, rims. Keep records.
Repair parts – difference of $25.00 per month	300.00	Watch for speeding, abuse, lubrication. Check prices of repairs and parts. Safety program.
Body Repair and Painting – difference between 18- and 36-months paint job	75.00	Safety and accident prevention program. Preventive maintenance. Fix small dents, scratches promptly.
Insurance – this could run as high as $100	25.00	Have proper economical coverage. Safety program, driver education.
Depreciation – can vary. See our separate study in these pages	150.00	Using right truck for job. Good maintenance lengthens life of truck. See special tax study on page 85.
	$998.75	

Continued from page 84

changed salesmen on that truck. The new one may be leaving the truck for deliveries with the motor idling. Not only is gas wasted but carbon accumulates on the cylinder head faster. Repairs are needed too soon.

Here are some startling figures to prove the value of preventive maintenance and cost records. The report at left is based on a drycleaning truck driven 50 miles per day.

Nearly $1,000 saved on one route with the use of management controls! That averages $19.20 more profit *per route per week*. Using an average profit of 12 percent of gross volume, you would have to add $160 more revenue per route just to equal the savings that can be realized by preventive maintenance, sound management. That is a total of $8,320 a year. If you have 10 routes, you would need an additional $83,200 annual volume

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Give Your Trucks Personality

"MICH. TECH" calls on Sault branch of state university. Playing up school while toning down firm name has built tremendous following for Robertson's among the students. Trucks have expanded firm's business from $300 weekly to $300,000 year in nine years

All the trucks have names as well as numbers at Robertson's Dancing Doll Laundry (Sault Ste. Marie, Michigan). The employees seldom use the numbers for identification. They prefer to use the more colorful names —Beach Boy, Polar Bear, Michigan Tech. These refer to the panel paintings on the firm's eight trucks.

Plantowner James Robertson tried the painting idea "to practice the psychology of salesmanship." According to him, "A good salesman won't talk about his personal interests. So on our delivery trucks we play down our own advertising and talk about community projects.

"For instance, everyone in town was interested in our college athletics. We boosted the hometown basketball and hockey teams on one truck."

Each truck has a different painting. The one with dancing dolls, Robertson's trademark, delights the children. Other panels show Great Lakes ore freighters, mention the Soo Locks, a strong tourist lure.

The firm feels this promotion has played an important part in the success of its route sales. Within nine years sales have boomed, thanks to route selling.

Courtesy *Clues*
The Ford Dealers Magazine

How To Evaluate Your Route Operation

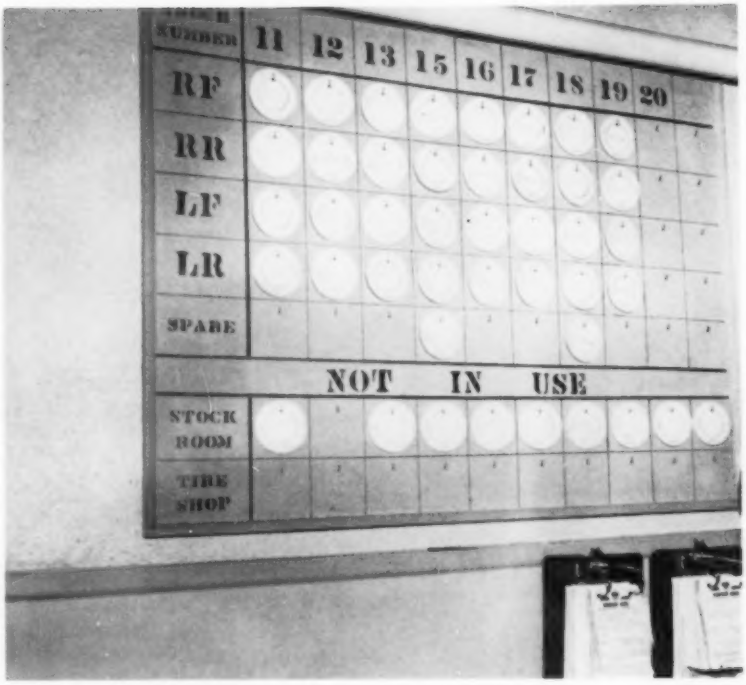
Here is a check list that will indicate the strong and weak points of your own route management. Whether you have one or several trucks, the quiz will guide you to more profits.

How to select proper equipment

	Yes	No
1. Who is directly responsible for truck operations? (Answer one)		
a. Owner	___	___
b. Route supervisor	___	___
c. Fleet superintendent	___	___
d. Route salesman (score as "no" answer)	___	___
2. Equipment Appearance		
a. Are trucks washed at least once a week?	___	___
b. Truck interiors swept frequently?	___	___
c. Paint job bright?	___	___
d. Dents and scratches repaired promptly?	___	___
e. Signs, lettering used to advantage?	___	___
3. Equipment Maintenance		
a. Tires inflated to proper pressure?	___	___
b. Oil and grease jobs on regular schedule?	___	___
c. Gas mileage checked?	___	___
d. Tires rotated periodically?	___	___
e. Wheel alignment checked?	___	___
f. Brakes tested monthly?	___	___
g. Tune-up or overhaul on regular schedule?	___	___
h. Motor shut off at stops?	___	___
i. Battery and antifreeze ok?	___	___
4. Personnel Appearance		
a. Is drivers' appearance checked daily? (Shaved, fresh shirt, uniform clean and pressed?)	___	___
b. Do they have uniforms?	___	___
c. Are routemen all free of offensive breath or body odors?	___	___
5. Personnel Sales Savvy		
a. Drivers polite?	___	___
b. Have they been schooled in safe driving?	___	___
c. Do they understand plant processing, procedures?	___	___
d. Do they know company policy on claims, complaints?	___	___
e. Are they completely familiar with all prices, delivery schedules?	___	___
f. Have they had any training in salesmanship?	___	___
g. Are they supplied with any door-openers for "cold turkey" calls (i.e., literature or small free gift)?	___	___
h. Do they stress extra services (sizing, waterproofing, mothproofing)?	___	___
6. Personnel Teamwork		
a. Do you or your supervision spend any time on the routes with the men on a regular basis?	___	___
b. Do the men have a sales quota?	___	___
c. Are men given individual attention weekly, reviewing their performance?	___	___
d. Are group meetings held regularly? —at least every two weeks?	___	___
e. Are wives ever invited?	___	___
f. Do sales meetings have a specific point?	___	___
g. Are meetings planned, dramatic?	___	___
h. Do you take advantage of using outside speakers (allied tradesmen)?	___	___
i. Do route salesmen or plant personnel actively participate in meetings?	___	___
j. Are men familiar with your advertising and promotion plans?	___	___
7. Extra Compensation		
a. Do you hold sales contests?	___	___
b. Do men get extra money for special items during their promotion?	___	___
c. Are contests based on fair basis so all men have equal opportunity?	___	___
d. Do you award merchandise rather than cash?	___	___
e. Do you have several prizes rather than "winner take all"?	___	___
f. Are the wives apprised of contests?	___	___
g. Are contests of short duration (two to four weeks maximum)?	___	___
h. Are men posted on contest results, their enthusiasm sustained?	___	___
8. Management		
a. Do your help-wanted ads pull enough applicants for good selection?	___	___
b. Are these men tested for suitability?	___	___
c. Is there a definite training program for these men?	___	___
d. Are routes defined by sales potential rather than geographic boundaries?	___	___
e. Do you have a sound cash-control setup?	___	___
f. Are route splits made on an equitable basis to protect the affected route salesmen?	___	___
g. Do the men have a definite quota of new calls to make each day?	___	___
h. Do they report the results of each new call?	___	___
i. Are these results followed up by management?	___	___
j. Do you ever have all your men make a concerted solicitation campaign in one confined area?	___	___
k. Are the trucks on their routes promptly?	___	___
l. Loading facilities adequate for all trucks?	___	___

All "No" answers to the above indicate points that need special attention on your part. A periodic review of all questions will enable you to gain maximum efficiency and profit from your routes.

TIRE INVENTORY keeps costs in line. Crown Laundry, Sherbrooke, Canada, uses chart at right. Top numbers indicate trucks. Tire-shaped tags show serial number, date purchased. Tags are changed as tires are switched. Only the two out-of-town trucks have spare tires. Local drivers call in for tire changes in case of flats



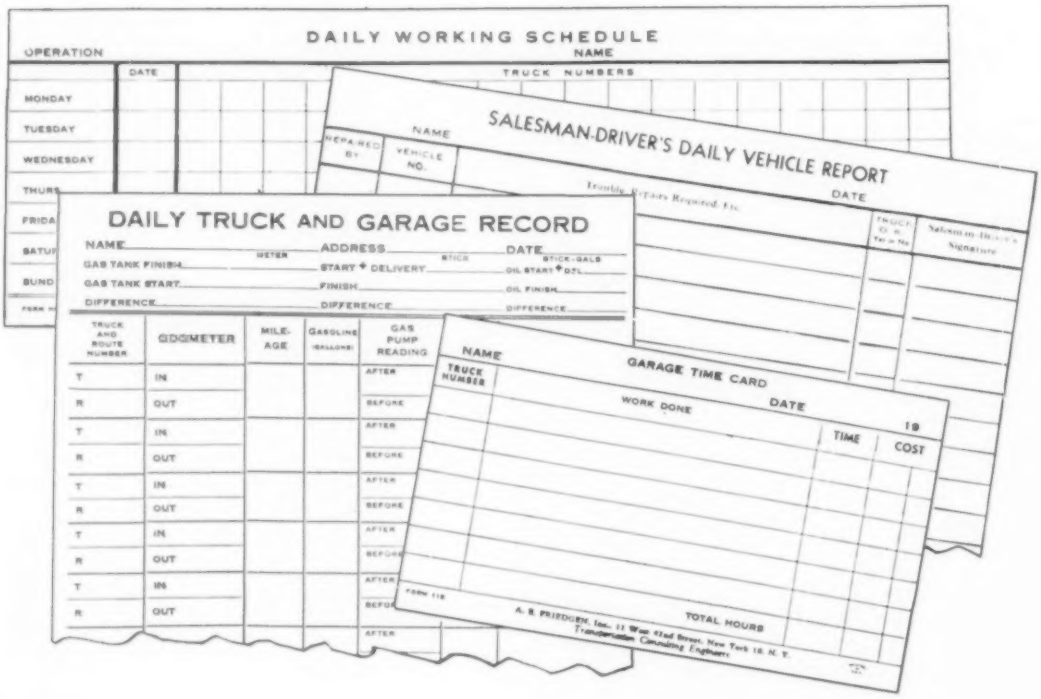
Continued from page 86

to offset money wasted by inefficient truck operation.

One of the major causes of excessive tire wear is the practice of slamming against curbs when making deliveries. Scuffed side walls weaken the tire structure, cause premature failure. If your men are cautioned against this practice—have the dangers explained—a very real saving will result for you. Driver education is a must here.

If proper records are kept on each truck, then a schedule can be followed for timely maintenance. In addition to lubrication, wheel alignment should be checked, motor tune-ups made, ignition systems checked as well as brakes and transmission. # #

Performance Record Charts



Reprinted courtesy A. E. Friedgen, Inc.

SIMPLE RECORDS are your working tools for economical truck management. They not only keep your crew constantly aware of costs; they give you a yardstick to measure improvement or deterioration of each truck's performance

CHAPTER V

How To Analyze Route Profits Or Losses

Individual . . . rather than industry . . . averages are your answer

COSTS AND PROFITS go hand in hand, and both hinge upon gross revenue. We know of one Western cleaner who ignored this basic principle, and expanded himself out of business. His philosophy was to start a new route himself and build it to $100 a week. He would then replace himself with a driver, buy another truck, and repeat the process.

Just before the end came, he had acquired seven routes, each doing just about $100. Supplemented by his call-office business, he grossed about $1,000 a week. Each new route contributed to gross volume, but also accelerated his pace to bankruptcy. He completely failed to take into account his costs and what they did to his profits.

It would be nice to present you with a pat set of figures. If we could tell you your route should produce $3.50 of revenue per mile at a truck cost of 16 cents per mile you might have a comfortable yardstick to measure your operation.

But such figures have little actual value. The factors that enter into cost per mile are variable. Labor rates, road conditions, climate, character of the route are different the country over. Industrywide averages have little meaning for you. What really counts is the cost per mile of a given truck measured against its previous performance.

Similarly revenue per mile will vary. These figures must be set against your own business in a manner to be discussed presently. Do not minimize the importance of knowing *your own* cost and revenue-per-mile figures. They are your yardstick for measuring future performance.

Acquiring this information is a simple matter. Simply check your truck's weekly mileage against total sales to determine revenue per mile. Costs are similarly calculated. Just be certain to include all costs, such as insurance, maintenance, depreciation, etc., to obtain an accurate figure.

Break-Even Charts Give Real Answer

Since industry averages have little meaning for your specific operation, the tool to use is a break-even chart. (The same device should be applied to your branch operations.) In the final analysis, it isn't how many dollars are taken in, it's the ones we keep that count.

A break-even chart will show you the point where your sales meet your costs. Any amount over that represents profits. It will also show you—and your salesmen—how fast profits rise as the break-even point is exceeded.

Once you accumulate certain basic information, the chart is not difficult to construct. Here are the essential facts you need to know:

1. Amount of fixed costs; i.e. how much route costs to operate, regardless of volume. Truck insurance, licenses, depreciation are constant costs each week. (Take the annual charges, divide by 52. Your accountant can tell you which charges to include.)

2. Ratio of variable costs to sales income, expressed as a percentage. These include production costs—usually about 65 percent route commissions, maintenance, etc.

3. Estimated sales volume of the route per week.

Let's take a hypothetical case and see where it loses or makes money. Chart I pictures a route where a survey shows fixed costs to be $50. Potential weekly sales volume is estimated at $500, against which variable costs are 82½ percent.

The first step was to draw a square chart on graph paper, with five boxes going up and five boxes across. Each line represents $100 sections vertically and horizontally. Next, line A-B was drawn diagonally across the graph to represent the sales line. Then line X-Z was drawn across the bottom of the chart to represent the fixed costs. In this case they were $50, as stated, or 10 percent of the potential $500 in sales volume.

By adding the fixed cost of 10 percent and the variable cost of 82½

How Break-Even Charts Can Help You

Chart No. 1

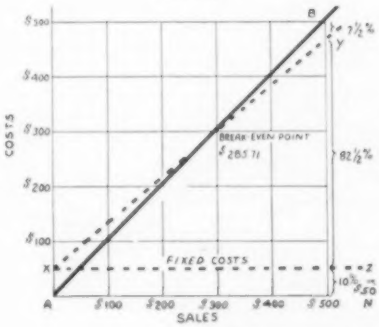
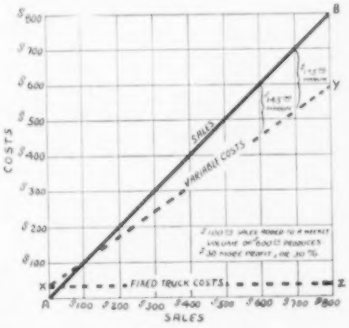


Chart No. 2



SOLID LINE represents sales, broken line variable costs

percent, we arrive at a total cost of 92½ percent, indicated by point Y on the graph. A line is then drawn between points X and Y. Where line X-Y crosses line A-B is the break-even point. In this case it falls at $285.71. Anything beyond this point is profit. With a volume of $500 the profit will be 7½ percent or $37.50. As the volume increases past the break-even point, the profit margin gains rapidly.

This is shown in another example, illustrated by Chart 2. Here a hypothetical plant is doing a weekly volume of $600. How much will the profits increase as the volume rises another $100?

Let us assume the maximum potential is $800. The fixed cost of operating the route is $35, and the variable cost at $600 volume was 69.8 percent, or $419. Here the graph is measured out into $800 sections of $100 per square, both vertical and horizontal.

Line A-B was drawn across the graph diagonally to represent the sales line, as in Chart 1. Line X-Z was drawn across the bottom to show fixed cost. By adding the variable costs to the fixed, point Y was plotted on the right side of the graph and connected with point X.

You will note that $600 of sales volume is producing $146 in profits. The break-even point is $135, approximately, at that volume. But see what happens when that volume is increased $100 a week. The profit jumps to $175 a week. At $800 this same route will produce $200 profit, a whopping 37 percent gain.

This same device can be used for a myriad of purposes. As more efficient management is applied to insurance costs and other overhead, such as repairs, a new plotting will show how profit will increase. Similarly, as production costs are lowered, so are the variable expenses of the route, further reducing the break-even point—and widening your profit margin.

The break-even chart points up the importance of keeping accurate cost records, both of the route equipment and production. They eat into that route profit just as surely as though the route salesman failed to cover his territory completely. If such information is kept, then corrective measures can be taken to bring costs in line. Your past performance record provides the right guide for you—not industry-wide averages.

Other Uses of Charts

By using different bases of information, break-even charts can be used for many other purposes. They can help you determine how a new service might pay off. They can help you determine how much you can afford to invest in a sales contest. They will help you weed out unprofitable call offices or routes, or help you determine when to split or consolidate routes.

Let us assume that you have two routes on which the break-even point is $175. One is running an average of $150 at a delivery cost of 28 percent; the other $125 at a cost of 30 percent. Both are losing money, plus extra delivery costs, as follows:

Route 1. Costs (28% of 150)	$42.00
Route 2. Costs (30% of 125)	37.50
Total cost	$79.50

Assume a consolidation would cause a drop in sales temporarily of $50 from Route 2. That territory would then produce only $75, which would be added to Route 1 sales for a total of $200. It is not likely that delivery costs would be increased on Route 1. The only difference would be on commission paid the salesman for the extra volume. Here is how it would stack up:

Route 1 delivery cost (same)	$42.00
Extra commission (10% of $75)	7.50
Total	$49.50

Thus the delivery saving alone amounts to $30 by this move. Two red-ink routes have been eliminated. Even though the extra $50 revenue lost might be sorely needed in the plant to cover its overhead, the route is profitable, and there is a good chance to recoup the lost volume through aggressive solicitations.

If routes are carefully planned, the salesmen properly selected and trained, there should be little reason to run such ridiculously low-volume routes. Under certain economic conditions and unusual circumstances this could happen. The above is offered as a way to analyze the situation. # #

. . . For lower delivery costs

ACKNOWLEDGMENTS

The editors of this publication are extremely grateful to all those people who really made this issue possible. We are referring to industry leaders, experts and authors who gave generously of their time and help—who permitted us to draw from their works and experiences.

Much background information was given by the two fine industry institutions, the National Institute of Drycleaning and the American Institute of Laundering.

Well-known author Fred DeArmond was particularly helpful through his book, "Handbook for Route Sales Executives" (The Mycroft Press, Springfield, Missouri, 1955). You will find his latest work, "Let's Talk Drycleaning," from the same publisher, excellent training for your routemen.

Most of the data concerning truck maintenance was furnished by A. E. Friedgen, Inc., of New York City, leading transportation consulting engineers. Sales management material came from a leader in that field, The Research Institute of America, New York City.

The Lumbermans Mutual Casualty Company of Chicago, Illinois, was most helpful, as was the National Safety Council of Chicago. The Personnel Institute, Inc., of New York City gave invaluable selection information.

Additional data came from allied tradesmen and plantowners too numerous to mention here. Other credits appear throughout the manuscript. We thank everyone for their tremendous help.

COMPARTMENTALIZED TRUCKS expedite handling of work for salesmen. Little Falls (New Jersey) Laundry provides separate space for drycleaning, laundry bundles. Another area is used for soiled garments and laundry

CHAPTER VI

Planned Loading Facilities Provide More Selling Time

Conveyors, slickrails expedite deliveries

IN MANY CASES cleaning plants have gone far to provide good workflow through their production departments. In these selfsame plants, the finished work is "muscled" from storage racks out to the trucks.

Progressive plants around the country are making great use of slickrails and conveyors to help the route salesman get out on the street quicker. Time is money to a salesman; the sooner he rings doorbells, the more sales he can make. Hand carrying of the garments tends to crush the packages together and spoil the finishing.

To overcome this problem at Rawlinson's Cleaners, Portland, Oregon, a slickrail was installed directly in front of the rows of drivers' racks. They lined their work on this rail, then pushed the work directly to the truck. A knife switch at the door connected to another short rail outside on the loading platform. The rail was exactly the same height as the storage rail inside the truck. All extra manual handling was eliminated.

Two-Level Conveyors

In several moderate-sized plants around the country, driver storage takes up valuable production space, while second-floor levels go unused, except perhaps for supply storage. Concord Cleaners in Concord, New Hampshire, recently installed a conveyor to haul finished work to its little-used second level. Another conveyor brings the work down a stairwell directly to the loading dock. Details of this installation are covered on later pages.

Under ideal conditions, truck loading and unloading are best done under a protective covering. Rite Cleaners of New York City has room for approximately 20 trucks inside its large building. All unloading can be done without regard for the weather.

Miller's Cleaners in Portchester,

CONVEYOR CONTROL POINT segregates work. Finished bundles are routed by girl to different loading areas, essential to large fleet operation at Little Falls Laundry

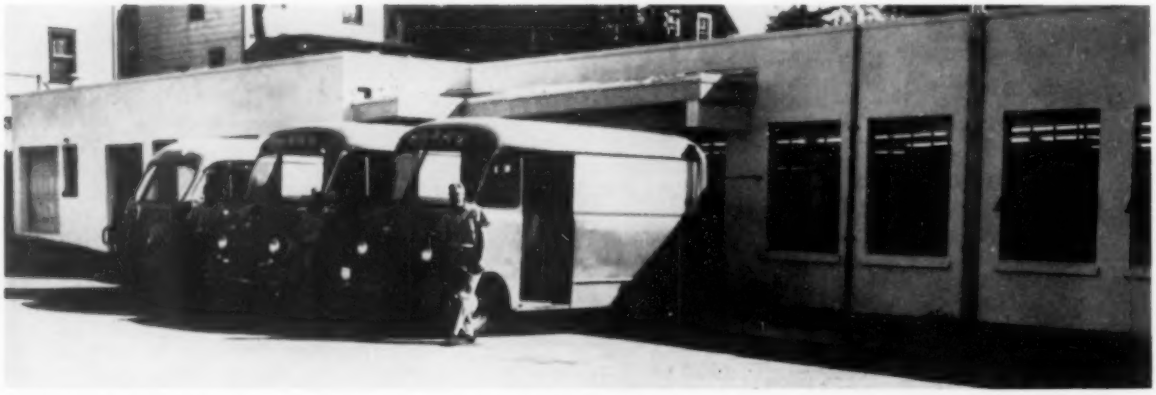
CEILING-HIGH CONVEYORS carry processed work through plant, saving floor space. Little Falls Laundry operates on premise that conveyors speed service, improve customer satisfaction

HEAVY LOADS at Little Falls laundry are handled by means of hydraulic tail gate lift. Full van loads are handled in matter of minutes

New York, built a protective canopy over its loading area for the same reason. This plant, too, uses a slickrail directly to the trucks to save the drivers' time and protect the finishing jobs on garments.

Little Falls Laundry, Little Falls, New Jersey, has carried the conveyor idea to the doorstep of automation. Its larger vans are equipped with hydraulic tail gates to facilitate loading and unloading. In the plant, conveyor belts carry both finished and to-be-processed bundles from department to department. These run near the ceiling, leaving aisles free for passage. Bulk loads, too large for the conveyor system, are transferred from floor to floor by freight elevator.

Conveyors, belt-type or hook-type, are becoming increasingly important to efficient workflow. Adapted to your delivery setup they more than pay for themselves. Orders are delivered fresher to your customers—and faster. Both are important to customer acceptance. # #



ADEQUATE LOADING FACILITIES played important part in plant expansion. Miller's Cleaners, Portchester, New York, added to building, provided protective canopy over loading dock. Slickrail from inside plant extends full length of platform to facilitate truck loading and protect finished garments

CONVERTED SEDAN DELIVERY truck, modified by George Du Nah (shown beside vehicle), has proved hit with Elite Cleaners & Dyers, Pasadena, California. Body chrome trim, standard with passenger-car models of this line, was added to serve as divider for two-tone cream and green finish. Plastic letters on truck side were also made by George. Elite plans to replace entire truck fleet with this model as soon as possible

HOW IMAGINATION SOLVES DELIVERY PROBLEMS

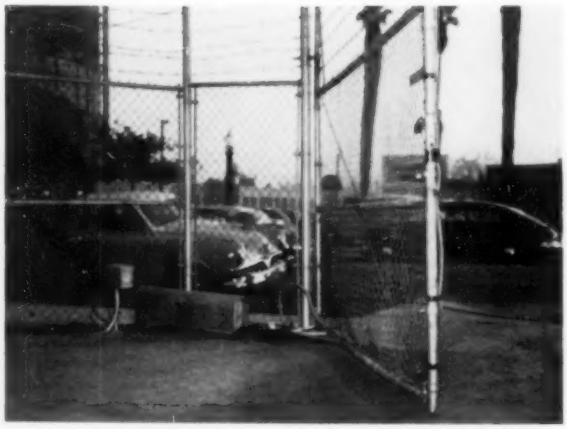
TWO HOMEMADE INNOVATIONS have helped improve route operations at Elite Cleaners & Dyers in Pasadena, California, and inexpensively, too. The ideas—one on truck conversion and the other on electrical gate operation—were conceived and carried out by the two sons of Carl Du Nah, one of the owners of Elite.

Carl, Jr., has been acting as plant superintendent since 1951 and George, the younger brother, is being groomed for the job of office and sales supervisor. Both boys have unusual mechanical ability.

Inasmuch as Elite is recognized as one of Pasadena's finest plants, serving a very exclusive clientele, George felt that the firm's delivery trucks should be noticeably different from the average trucks used in the drycleaning business. Accordingly, he converted a current model sedan delivery truck into a garment carrier that has proved ideally successful. George's teen-age experience building hot-rods and spe-

CARPETED TRUCK FLOOR, with rug tacked onto plywood bottom and glued to metal of removed spare-tire well, prevents dresses and formals from becoming soiled. Suits have plenty of clearance. Lowered floor bed in rear is flush with bottom of door to facilitate handling of chairs and sofas

INTERIOR VIEW of truck before paint, carpeting and installation of ceiling racks shows metal subfloor cut out as close as possible to body frame and spare-tire well eliminated. Original height of floor can be seen behind rear wheel mountings. Front right passenger seat was eliminated to provide additional carrying space



AUTOMATIC GATE OPENER operates when truck passes over service-station warning-bell hose on ground, gripping solenoid that activates air piston (housed by metal cover) of gate-opening device. Air-filled tubing on leading edge of gate reopens closing gate on contact with any part of truck, preventing damage if truck isn't through in 45 seconds

cial racing cars enabled him to do everything relating to the conversion except the final paint job.

The metal subfloor was cut out and lowered as much as possible without interfering with proper clearance for the rear axle and drive shaft. The new level was then covered with plywood and carpeted, with the result that there is only 4 inches less clearance for a suit hanging from the ceiling racks than there is in a 1956 panel truck.

Actually, there is 24 inches more rack space, since the right seat was removed and the ceiling fitted with an additional rack. The floor is lower by 10 inches in back of the driver's seat and 5 inches lower over the rear axle. Additional carrying space was gained by utilizing the space previously consumed by the spare tire. The rear wall of the spare-tire well was cut away, providing a floor that is flush with the bottom of the rear door and permitting easier loading of heavy household items like stuffed chairs and sofas.

Substitution of a metal plate for the glass window on the rear door afforded advertising space and made for a better-looking truck. A typical California touch involved the

HOW CONVEYORS AID STORAGE, TRUCK LOADING

HOW TO SHIFT its finished garment storage area away from the main floor, yet keep it accessible to the truck-loading platform, was solved very neatly by Concord Cleaners, Concord, New Hampshire, by installing a unique conveyor system.

Concord is situated in a two-story building. The main floor was formerly devoted to cleaning production and storage while the second floor was used as a sort of catch-all room —paid repairs, supply storage and the like. The problem confronting owner R. K. Roody involved moving the finished garments awaiting delivery up to the second floor in order to alleviate cramped quarters downstairs, and to devise a system for bringing garments down again for loading onto the route trucks.

A nearly vertical belt conveyor was installed at a point

UP CONVEYOR at Concord (New Hampshire) Cleaners begins on main floor between checking station (right) and bagging operation (left). After bagging, girl places garments on indented pipe below conveyor pipe and metal hooks carrying garment hangers up through opening in ceiling to second-floor storage area

Faster loading techniques

removal of the hood ornament and the addition of an attractive chrome trim to the sides of the vehicle. The chrome strips common to the passenger-car versions of this truck made excellent dividers for the two-tone paint job.

The entire cost of the conversion for materials and paint, including two fender-mounted rear-view mirrors, came to $250. The attractive plastic letters used on this and all other Elite trucks were also made by George Du Nah. The converted sedan delivery has proved such a hit with the firm that its entire truck fleet will be replaced by them.

Not to be outdone, George's older brother, Carl, Jr., rigged up an automatic gate opener that saves the routemen a lot of wear and tear. Formerly, the driver had to leave his truck to open or close the gate behind the loading area each time he entered or left the plant.

Automatic Door Openers

Nowadays, when a truck approaches the gate from either side the door opens automatically, thanks to the use of a couple of service-station warning-bell hoses which, when compressed, trip a solenoid and activate the air-piston of a gate-opening device Carl built of scrap materials.

The timing mechanism, obtainable at any radio parts shop, has a range of from 10 seconds to 2 minutes. In this case, it opens the gate in 4 seconds and permits it to close again in 45 seconds. A neoprene tube filled with air and connected to the operating solenoid is fastened to the upright edge of the gate, preventing the gate from closing on a truck and causing damage.

The slightest contact made with the air-filled neoprene tube activates the solenoid and causes the gate to swing open immediately. Fifteen pounds of air pressure operates the device. Needless to say, the drivers love the gadget, particularly on a rainy day.

Another automatic door opener that Carl has rigged up is the electric-eye controlled device that opens the sliding door at the rear of the plant when the beam is broken. This has been a boon to routemen who generally have both hands loaded with garments.

The door opens in one second and closes again in four seconds unless the beam is kept broken. The door is adjusted to prevent injury on the closing cycle. This setup has even permitted the plant's Doberman watchdog to wander in and out of the plant at will. # #

where the garments are bagged. It goes on up through an opening in the ceiling to the second floor.

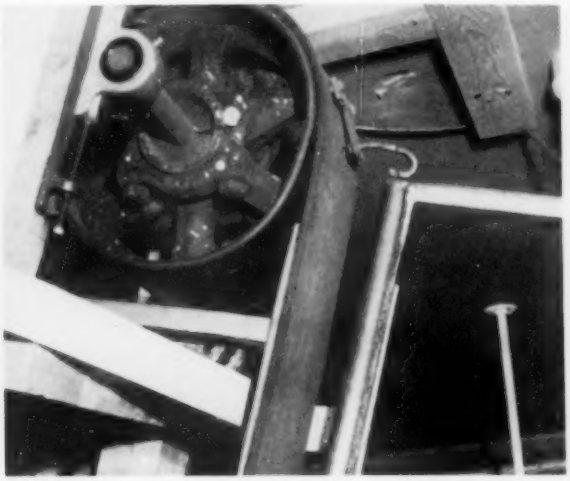
Here's why the conveyor is unusual: A rounded pipe, following the contours of the conveyor belt, is slung about 3 inches away from the belt itself. The inside portion of the pipe (that part facing the belt) is indented or slit. When the garments are hung on the pipe downstairs, hooks protruding from the belt (they are spaced about every 4 feet) travel along the pipe slit, carrying up with them the hangers on which the garments have been placed.

Upstairs, the belt hooks permit the hangers to be tripped off onto a slickrail for storage. The downward trip is handled in similar fashion, but on another conveyor setup.

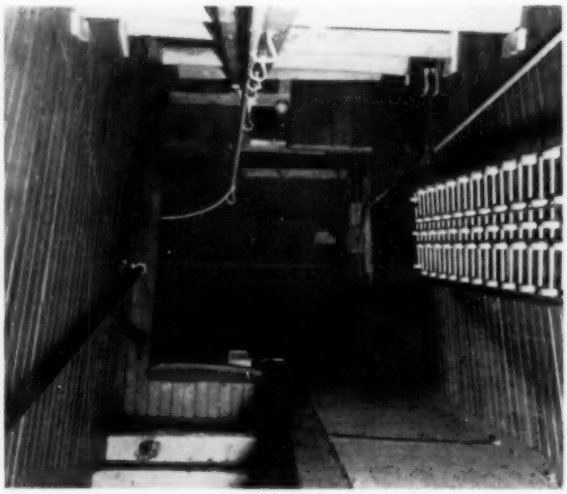
In this case, a stairwell leading down to the loading door

ARRIVING UPSTAIRS, hangers are tripped off conveyor pipe onto slickrail and on into storage area

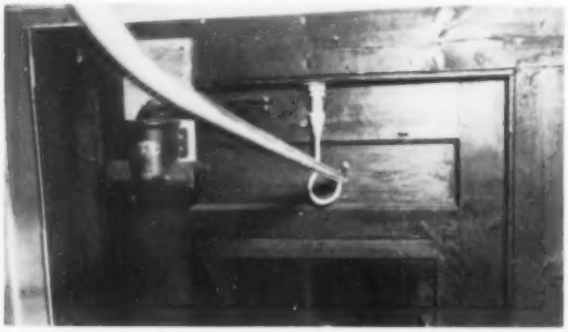
CLOSE-UP VIEW at end of second-floor conveyor shows how conveyor belt hook would allow garment hangers to be tripped off onto slickrail



DOWNWARD TRIP toward main-floor rear loading door is accomplished on similar conveyor setup rigged up over stairwell. Metal plugs protruding from conveyor belt ride in indented pipe, slow down-riding garments



ANOTHER CONVEYOR built over half width of back stairs facilitates movement of shirt boxes and packages to loading door. Belt is reversible for transporting supplies to upstairs storage area



TERMINAL of down conveyor is behind door leading to parked route trucks. Routemen pick garments off metal pipe, carry out to trucks

at the rear has been utilized. A conveyor was rigged up over the stairs, following the same angle as the stairway itself but high enough over the steps to permit garments to come down without touching the stairs. Here, too, is the slit pipe that rides a few inches below the conveyor belt. Metal plugs, protruding from the belt every few feet, travel in the pipe slit and the garment hangers slide down the pipe behind the metal plugs.

The terminal end of the down conveyor is at the loading door, beyond which the Concord trucks are parked.

In the same stairwell, another belt conveyor has been installed on the stairs themselves, occupying half the width of the stairway. This belt is used to transport shirt boxes and other packages for delivery. The belt is reversible and is also used to send supplies upstairs for storage. # #

Mark "X" opposite reason for discontinuance:

- ☐ Transferred
- ☐ Moved
- ☐ Laundress
- ☐ Washing Machine
- ☐ Laundrette
- ☐ Financial Difficulties
- ☐ Help Out
- ☐ Occasional Customer
- ☐ Sends to Friend
- ☐ C. O. D.
- ☐ Business Reasons
- ☐ Quicker Service
- ☐ Never Home
- ☐ On Vacation
- ☐ Summer Only
- ☐ Winter Only
- ☐ Curtains Only
- ☐ Rugs Only
- ☐ PIECE Wearing Apparel
- ☐ – Flat
- ☐ – Shirts
- ☐ – Dry Cleaning
- ☐ – Wet
- ☐ – Piece Work
- ☐ Damaged Articles
- ☐ Wear Out Articles
- ☐ Too Many Claims
- ☐ Unsatisfactory Settlement
- ☐ Soiled Washes
- ☐ Unsatisfactory Prices
- ☐ Unsatisfactory Flat
- ☐ Unsatisfactory Handkerchiefs
- ☐ Unsatisfactory Napkins
- ☐ Unsatisfactory Shirts
- ☐ Unsatisfactory Collars
- ☐ Unsatisfactory Dry Cleaning

Frequency of Service:

When not at home:

J D CARLOUGH 772104
7 GRANDVIEW 7
SUFFERN 20

Credit:

Special Instructions:

Week of	L	D	SP	DC	R	ST	Week of	L	D	SP	DC	R	ST	Week of	L	D	SP	DC	R	ST	Week of	L	D	SP	DC	R	ST
3-3							5-4							1-2							2-2						
10							11							9							9						
17							18							16							16						
24							25							23							23						
31							6-1							30							30						

Above: NEAT ARRANGEMENT in driver's cab provides room for sales slips, addressing machine. Each customer is identified by metal printing plate. Record of account activity is kept in looseleaf binder, checked by route supervisor

Left: CUSTOMER RECORD FORM from looseleaf book. Front of form (bottom) indicates calls made, back (top) allows space to record complaints and other pertinent information

Customer control systems are essentially "route control" methods. Widely used in the laundry industry, addressing machines are becoming increasingly popular in the drycleaning field.

The metal plates are easily filed and provide legible orders for markers and bookkeepers. Customers prefer this more businesslike way of handling their sales slips and records, too.

At the same time it expedites maintenance of customer records for the salesman, helps him keep an accurate history of the activity of each account.

CHAPTER VII

Route Management Includes Sound Safety and Insurance Program

Careful driving slashes costs, increases profits, improves public relations

IT GOES ALMOST without saying that your trucks should be fully covered by insurance. What best suits your needs can be explained by your own competent insurance agent. Most firms will carry as much as $500,000 liability per truck; not only to cover claims, but to prevent the possibility of being forced out of business.

Premiums may come to substantial amounts, but good safety records can bring discounts of as much as 45 percent. To paraphrase, good safety records are no accident. They are more than wishful thinking.

It has been scientifically proven that accidents are preventable. It is a fact that 85 to 90 percent of all mishaps are the result of unsafe driving habits. The remaining 15 percent are caused by mechanical failure of the vehicles.

Blame falls squarely upon these factors—driver failure and vehicle failure. We have already discussed preventive maintenance of equipment in Chapter IV. Here are the factors that will help you reduce accidents, and costs, as far as the route salesman is concerned:

1. Management control of safety policy
2. A driver safety program including:
   (a) careful driver selection procedure
   (b) driver training procedure
   (c) interest-sustaining activities
3. System for accident reporting, analysis, follow-up

As is the case with any other management function, the results will be effective only in direct proportion to management's attitude and interest. It is not enough to set up a safety policy and program. They must have supervision's continuing interest. Results of a sound program are not intangible things. Results are savings of hard cold cash, increased profits and better public relations.

Management must motivate the safety program by informing everyone in the organization about insurance costs, discounts to be saved. Accident cost figures must be passed on, as well as information on accident prevention techniques.

Unless all supervisory personnel and the route salesmen understand the tremendous importance of safety, your program will never get off the ground. Complete understanding and cooperation are vital to its success. If you operate several trucks, your route supervisor should become your safety counseler, under your guidance. If you have a few routes, you are the safety director. *Some one must be fully responsible for the program.*

This person keeps management informed of the progress of the program, checks maintenance records, secures training aids for the salesmen. An excellent source for such data is yours if you become a member of the National Safety Council at Chicago, Illinois. Many progressive plants are already members.

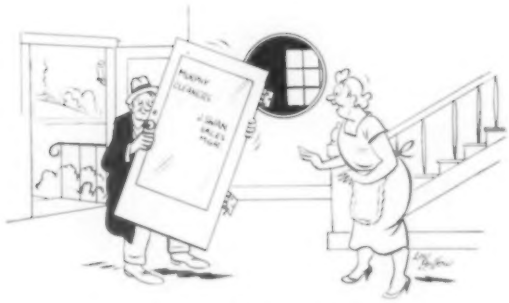
Driver Training Procedure Important

Selection of the right person for the route position starts your safety program off on the right foot. Accident-prone individuals, those physically unfit or emotionally unstable, will cost you money in the long run. Proper selection techniques are explained in Chapter II. Be sure to give your job applicants road tests and physical examinations to help uncover deficiencies not readily apparent in an office interview.

All other things being equal, the most important qualification for safe driving is a mature, stable, well-adjusted personality. You should carefully judge the presence or absence of this quality in each applicant.

Just as your new salesman needs

"Mr. Murray, would you ask your routemen to take it a little easier . . . we can't keep up."



"John! You finally got promoted!"

training in process and selling, so does he need guidance and training in safety. This program should include the following factors:

1. Instruction in safe and courteous driving.
2. Complete knowledge of traffic rules and regulations.
3. Preventive maintenance procedures (discovering and reporting mechanical defects in his truck).
4. Mechanical operation of his truck (how to drive it under all conditions).

Step 4 should be taken as soon as the new man is put on route work. The trainer should be either your safety director or your most competent driver. Regardless of protestations of prior knowledge, the trainee should still be checked out before doing any actual driving.

This portion of training should consist of actual driving practice executing all driving maneuvers required on the job. After instructor demonstration, the trainee practices the correct method of starting, stopping, parking, turning, backing, etc. This should be done repeatedly until the instructor is satisfied the trainee knows how to operate the truck.

Initial instructions in safe driving habits and understanding of traffic laws should be given on an individual basis during the indoctrination period. Follow-up lessons can logically become a part of regular sales meetings.

Assuming that proper selection has been made and complete training has been given, a sound program for safety has just begun. The major function of management is to mold *attitude*. Safe driving must be made interesting and important to the salesmen. Otherwise their interest will lag. Your accident rate and insurance costs will rise.

Selling Ability and Driving Habits

There is an interesting correlation between men's selling ability and their driving habits. Those who drive carelessly are also slipshod in their selling methods and job interest. Men who are judged satisfactory as salesmen have the lowest accident record. This is based on recent survey figures concerning 485 route salesmen, comparing their employment status and their accident records as follows:

% of Route Salesmen	Employment Status	% of Accidents
65.1	Satisfactory	26.0
19.2	Probably satisfactory	23.1
15.7	Unsatisfactory	50.9

Note that the low 15 percent accounted for better than half of the accidents! No wonder sales training and safety training are so important to the success of your business. Improper selection costs money.

Intensive studies in our industry reveal the following characteristics generally found in good and poor salesmen:

The Good Salesman:

1. Gets sufficient sleep at night.
2. Systematically attempts to relax when faced with troubles.
3. Adjusts his work so customers may be satisfied.
4. Accepts people as they are.
5. Is considerate of others.
6. Keeps worries at a minimum.
7. Controls his temper.
8. Tends to blush easily.
9. Signals when driving.
10. Regards carelessness as a significant cause of accidents.
11. Considers driving the least interesting part of his work.

The Poor Route Salesman:

1. Is impatient when driving.
2. Is likely to be lightly affected by bad road experiences.
3. Is inconsistent in his attitude about the condition of his truck.
4. Gets a small amount of sleep at night.
5. Is reluctant to go out of his way to please a customer.
6. Talks freely to others about his troubles.
7. Regards women as unreasonable.
8. Is likely to have had an unhappy childhood.
9. Has marked likes and dislikes.
10. Has rather poor control over his emotional reactions.
11. May be a "hard luck" type of individual.

Compare the personality traits of your own salesmen with this check list. It can be helpful in weeding out undesirable men from your sales force. It will help reduce your accident record and insurance costs.

There are some nine major reasons for truck accidents, plus dozens of minor causes. In our industry these three account for over half: backing improperly, unsafe speed and careless driving.

The National Safety Council has devised a series of tests you can give your salesmen to judge their driving abilities. These are available to members, included in their low-cost membership dues. On the opposite page are excerpts you can try on your own salesmen as a sample.

Remember, adequate insurance coverage and a safety program don't cost; they pay.

Interest can be stimulated by educational activities, incentives or corrective discipline. The first can include films (see complete listing in "Data" section of Guidebook), posters and bulletins. Entire sales meetings can be devoted periodically to safety. Be sure these sessions are as well planned as your regular sales meetings.

Appointment among your drivers of a committee devoted to safety brings the men into the act and adds to their interest in the program. Many plants use a suggestion box for good ideas concerning safe driving habits. Prizes for sound suggestions sustain interest in the program and motivate your men to be more concerned with safety.

Some plants present accident-free drivers with cash awards or plaques. Many towns will give the event newspaper publicity. Certain areas will even secure radio or television time for the presentation. The impact this has is obvious.

Accident Reports Effective Training Tool

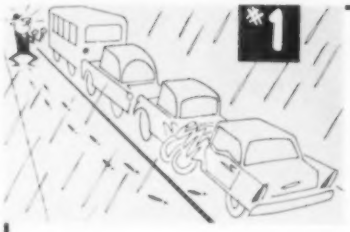
Systematic, complete accident reports are the foundation of a sound safety program. Study of these records may reveal a pattern or trend in the nature of these mishaps. When this is analyzed, unsafe acts or conditions will often reveal themselves. This aids you in planning preventive measures.

Drivers having accidents will stress extenuating circumstances beyond their control to avoid assuming blame. Complete accident reports give you case histories to file for reference in the case of future mishaps. When a driver becomes an accident repeater, every effort should be made to save him as a route salesman. Retraining, physical examination and counseling should be given. If these fail, you are money ahead to replace him.

Many plants keep accidents to a minimum by the use of speed governors on their trucks. Usually a truck governed to 40 miles per hour can do about 15 miles per hour in first gear, about 25 in second. It takes several blocks to coax the maximum 40 miles per hour from the truck. It discourages the hot rod driver from trying jackrabbit starts.

Reduction of speed adds to over-all engine life and definitely cuts repair bills. Many plants report less than $125 a year for parts and repairs per vehicle since installing the inexpensive governors.

Whether you operate one or 50 trucks, the benefits of a sound safety program will pay off in your favor. It all depends how much effort you as management put into the idea, how well you follow up on it. # #



"It was raining hard and I was following a bus and two cars. We were approaching a town. The bus stopped without pulling off the pavement. The two other cars in front stopped, too. I applied my brakes but began to skid. I tried to pull to the left but the front wheels skidded and I ran into the rear of the car ahead."

1. The accident is non-preventable because weather conditions made it impossible to stop. T____ F____
2. The car in front of your car was closer to the whole situation and should have signalled that he was going to stop. T____ F____
3. The accident was preventable because your vehicle should have been equipped with chains. T____ F____
4. The accident was non-preventable because it was caused by the bus stopping on the pavement. T____ F____
5. The accident was preventable because all such collisions are preventable. T____ F____

ANSWERS

1. False. While the driving rain reduced the visibility and made the pavement slippery, it cannot be blamed for the accident. You failed to adjust to these conditions by slowing down and maintaining more following distance.
2. False. You cannot base your driving on the premise that the driver in front of you is always going to give you clear and timely warning of what he is going to do. You yourself must be responsible for being able to stop if the vehicle in front stops suddenly.
3. False. Even with chains, you must maintain safe following distance and be able to stop in time.
4. False. While the behavior of the bus contributed to the accident, alert driving on your part would have prevented it.
5. True. Running into the rear of another vehicle is seldom excusable. Your defense against this type of accident is to maintain safe speed and following distance.

It takes time to size up a traffic emergency and respond correctly to it. Time means distance. For example, it takes the average person three quarters of a second to respond to a traffic emergency. At 50 miles per hour, your vehicle will have traveled 55 feet in this short period of time. Your vehicle will travel 188 feet more before the brakes are able to bring your vehicle to a stop.

"I was making a left turn. I had given the proper signal and had positioned my vehicle close to the center line. When I proceeded into the turn, another vehicle, attempting to pass on my left ran into my left front fender, tearing it off."

1. This accident was non-preventable since you had given the proper signal and had the right of way. T____ F____
2. The accident was caused by the other driver because he was not alert enough to catch your signal. T____ F____
3. The accident was preventable because you should have waited until the other car had passed. T____ F____
4. If you had checked to the rear and given your signal, you would have seen the other car and would have waited. T____ F____
5. The accident was non-preventable because your hand signals were ignored by the other driver. T____ F____

ANSWERS

1. False. The accident was preventable. The fact that you gave the proper signal did not guarantee you the right of way to make the turn.
2. False. The other driver should have responded to your signal. But you in turn, should have checked to the rear to make sure that this driver was aware of your signal and was responding correctly to it.
3. True. But you didn't even know that another car was there. A look to the rear would have at least told you this much.
4. True. At least you would have known that another vehicle was there.
5. False. Even though you give the proper turn signal, you have no assurance that the other driver is going to obey it. Again, the only thing to do is to look.

Left turn movements are far more hazardous than right turns because you must cross lines of opposing traffic. Therefore, it is important to always observe all three of the left-turn precautions: (1) Give your hand signal well before the intersection at which you plan to turn, (2) Position your vehicle as close to the center line as you can without crossing it, (3) Look to the rear, to the right and left and ahead to be sure it is safe before starting your turn.

DATA FOR DRYCLEANERS

THE CLEANING ROOM

The Charged System

What it is: The term "charged system" generally refers to any cleaning system in which the solvent has been impregnated (or "charged") with a detergent. The solvent may be either synthetic or petroleum and the detergent is a soluble one not removed by filtration.

Although the charged system is often compared to the strong soap system which had its heyday some 25 years ago, the SSS differed in that it employed a paste soap with a heavy oleic base which was not filterable, and therefore could not be readily purified.

Main Selling Point: The chief reason why the charged system has achieved such popularity is its ability to remove water-soluble soil from the garments in the washer. The detergent has an affinity for moisture and holds it in solution. Thus water can be added directly to the cleaning load and be evenly distributed to all garments. The several controls available to the industry reduce the possibility of shrinkage, an old bugaboo. Removal of water-soluble stains in the washwheel is highly desirable. It reduces expensive wetcleaning and spotting to a minimum.

Other Advantages: When used according to manufacturers' recommendations, the charged system has several other advantages:

1. It increases removal of insoluble soil.
2. It produces uniformly high quality work—each load, each day.
3. Cleaning cycles become standardized, simpler, faster.
4. Redeposition is less; whiteness retention increased.
5. Permits more efficient filtration despite more soil removal.
6. Soap costs remain about the same, but other supplies and labor costs are slashed.

Types of Systems: Presently there are three types of charged systems:

1. The mild charge (from ½–1½ percent)—which need not be rinsed. This version is not new. One detergent manufacturer has sold it for over 20 years.
2. The strong charge (3–4 percent)—which should be rinsed.
3. The 4 percent no-rinse charge.

Concentration of detergent is determined as a percentage of the total volume of solvent in the system (washer, filter and soap storage tank) rather than as a ratio of soap to pounds of garments being cleaned.

The Mild Charge: The mild charge offers these advantages:

1. In most instances, no additional equipment is required.
2. It provides a high percentage of soil removal. While, under certain conditions, quality is increased as the charge is made stronger, the greatest advance is made when the concentration approaches 1 percent. In other words, a 4 percent charge does not get the garments four times cleaner than 1 percent.
3. The mild charge permits shorter cleaning cycles since rinsing is generally unnecessary.
4. Supply costs are initially lower for the mild charge since the detergent is used in lower concentrations. There is less chance for dye build-up in the system.

The Strong Charge: Some of the advantages of using the strong charge are:

1. It's safe to add moderate additions of water without much danger of breaks, wrinkles, excessive shrinkage, etc., resulting.
2. Soil removal is at a maximum.
3. Reuse of extractions keeps soap costs at a minimum.
4. The clear rinse insures maximum brightness, reduces the possibility of streaking and swales.
5. It improves water-repellent results. Since the detergent has an affinity for moisture, it must be completely rinsed or neutralized from the garments. Since this system requires rinsing in clear solvent, the problem is reduced.

The addition of another filter usually is all that is necessary for conversion. Most manufacturers sell a strong soap washer with two filters as a complete package, particularly on the washer-extractor units so popular today.

The 4 Percent No-Rinse Charge: This development has some of the advantages of both the mild charge and the strong soap with rinse system. Among them are good soil removal and a short cleaning cycle, since no rinse is required. Some products claim superior antistatic properties to reduce linting.

Influencing Factors: None of these systems in itself will insure quality cleaning. Close adherence to manufacturers' recommendations will produce best results. In addition, detergent concentration must be maintained, solvent purity and temperature should be controlled.

Detergent Concentration: Unless the charge is kept at or near the manufacturers' recommendations, there is always a

possibility of too much moisture being added to the load. Concentration does not remain constant. Each time the system is replenished with clear solvent, soap must be added, or dilution occurs. Garments absorb some detergent, too. Detergent concentration should be checked frequently.

Solvent Purity: Unless the charged solvent is kept relatively free of impurities, soil redeposition is likely. When this occurs, dingy colors and swales will result. Spotting is complicated by rings, requiring rerunning or wetcleaning. Solvent-soluble impurities and dyes add to the problem.

Daily use of an activated carbon is recommended as a means of controlling this situation. Solvent should not contain over 1½ percent of soluble solids. Concentration of these solids is reduced by distillation. If a separate rinse is used, rinse solvent should also be kept serviceable by distillation and by employing sweetening agents if a rinse filter is used.

Research thus far indicates prolonged reuse of the same detergent charge is likely to cause a build-up of sugar-type impurities. This sugar may be deposited on fabrics that have moisture present. The familiar "brown spots" or caramelized sugar stains can result. Just another good reason to keep solvent in good condition.

One expedient for the removal of excess sugar is to run a load of cotton bags that have been dampened with water. The wet bags pick up the sugar. Any moisture they add to the solvent can be picked up by running a load of dry bags immediately after.

Solvent Relative Humidity: As stated, the main advantage of the charged system is the ability to use moisture right in the drycleaning wheel. But too much water can cause wrinkling, shrinkage or pilling of soft-textured garments. Not enough moisture lowers the quality of cleaning; increases spotting and wetcleaning.

On most items maximum soil removal is accomplished at 75 percent solvent relative humidity. Certain fabrics, such as soft wools, wool gabardines and those with water-soluble finishes, should be handled at a relative humidity as low as 60 or 65 percent. The critical or dangerous area is approached as RH begins to exceed 75 to 80 percent. Since the moisture-carrying ability of the charged system is dependent upon detergent concentration, solvent impurities present and temperature of the solvent, careful controls must be employed.

One simple way to obtain uniform moisture control is to predry the garments before cleaning. They have absorbed moisture from the atmosphere. After drying, prescribed amounts of water are added to the washer load, depending upon the nature of the fabric.

Many devices have also appeared on the market to measure and help control this important factor of RH.

Some instruments do this by measuring the relative humidity in the air in the washer. Others have a sensing element immersed in the solvent. Some merely indicate what the relative humidity is, while others automatically inject moisture into the system to maintain RH at a desired level. Another method is to use the principle of electrical conductivity. Dry solvent is a poor conductor of electricity. As water is added, conductivity increases. Control devices add moisture when conductivity drops below a prescribed range.

Solvent Temperature: Ideally, solvent temperature should be maintained at 80° F. Cold solvent gives poor soil removal; stains remain in the garments to be set at tumbling temperatures. Hot solvent is even worse. It can cause loss of color on acetate; it contributes to shrinkage and wrinkling. In petroleum plants it creates a fire hazard. In both petroleum and synthetic plants hot solvent evaporates faster, adding to costs.

The ability of charged solvent to carry moisture effectively is directly affected by temperature variations. There are many factors that affect this solvent temperature. Cleaning room readings can increase throughout the day. Line friction in the solvent lines can raise temperatures; the pump working against filter pressure contributes.

So that temperatures will remain fairly constant, it is recommended that both a steam jacket and a solvent cooler be placed on the solvent line. Water-cooled and refrigerated units are available, depending upon local conditions.

Methods of Operating: If you are experiencing poor results with the charged system, be sure to check your procedure. If you follow manufacturers' suggestions for operation, if your distillation procedures are correct, your tanks are clean and all other factors are controlled, you should get top results as we know them today in the industry.

The charged system, according to the NID and other leaders, has not done away with the necessity of classifying garments before cleaning. Best results will be obtained if wools are separated as light, medium and dark colors. Silks should be divided into lights and darks. Households should be run separately, as should other special items.

Whiteness retention will be improved by this proper classification. Better results will be secured by adding moisture on filter circulation, rather than on batch. It has been found that removal of water-soluble soil will be improved if washers are underloaded 10 to 20 percent under rated capacity.

Time is a basic ingredient of good cleaning. The cleaning cycle includes time on filtration, not just on batch washing. Basically, good cleaning depends upon the number of changes of solvent in the washer during the cycle. Twelve to 15 changes are considered minimum for quality work.

For maximum soil removal, petroleum-plant operators should run one-bath systems for about 30 minutes. Two-bath systems will require some additional time for the extra rinse. Part of the filtering time can be cut in this case if the garments get a clear filtered rinse.

In most synthetic units 15 minutes on filter will produce top quality work. Runs under 10 minutes will increase spotting and rerunning time.

Drycleaning Solvents

TWO TYPES of solvents are used in drycleaning: synthetic and petroleum. In the synthetic category, three different synthetic solvents have been used in this country: perchlorethylene, carbon tetrachloride and trichlorethylene.

Perchlorethylene, because it is less toxic and corrosive, has almost completely replaced carbon tetrachloride as a drycleaning solvent. It is by far the predominant synthetic solvent in use in this country today. So far as we know, no drycleaning machines for synthetic solvents other than perchlorethylene are now being built. Practically no trichlorethylene is being used for drycleaning because of its tendency to bleed fugitive acetate dyes at temperatures above 80° F.

In the petroleum category, Stoddard solvent and 140° F solvent are the two in common use.

Advantages of synthetic solvent cleaning:

1. Nonflammable—this means lower insurance rates, fewer zoning restrictions, simplified housing.
2. Short cleaning cycle, making it especially attractive for fast-service operation.
3. Easier to install—less labor required, less floor space used.
4. Less heat required for drying, more solvent saved.
5. Greater solvent action on greases, oils, etc.

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Physical Properties of Synthetic Solvents

	Carbon Tetrachloride	Trichlorethylene	Perchlorethylene
Chemical formula	CCl_4	C_2HCl_3	C_2Cl_4
Boiling point, ° F	169.7	188.4	250.2
Latent heat of vaporization at boiling point, B.t.u./lb.	84.2	103.0	90.0
Specific heat, liquid	0.205	0.225	0.205
Viscosity, liquid (68° F) cp.	0.969	0.58	0.88
Surface tension (in air) dynes/cm.	25.4 (in nitrogen) at 77° F	approx. 29 at 86° F	32.32 at 68° F
Specific gravity (20°/4° C)	1.594	1.464	1.623
Pounds per gallon (68° F)	13.3	12.3 (59° F)	13.55
Vapor pressure, mm. Hg. (68° F)	91	58.5	14.2
Evaporation rate (ether = 100)	33	28	9
Flammability, Underwriters' Laboratories rating	0	3	0

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Advantages of petroleum solvent cleaning:

1. Fumes are not as toxic as those of synthetic.
2. Loads are not limited to the smaller capacities of synthetic machines.
3. Solvent is more stable, less corrosive than synthetic solvent.
4. Solvent cost per pound cleaned is lower than with synthetic solvent.

Solvent trends as reported by the latest available U. S. Department of Commerce figures are as follows:

	No. of plants		No. of units
	1948	1953	1953
Petroleum	18,491	21,916	30,594
Synthetic	4,757	8,037	8,983
Both	769	546	1,756

Solvent consumption during 1954 has been estimated as follows:

Stoddard	134 million gallons	(6.58 lb. per gal.)
140° F	6.8 million gallons	(6.65 lb. per gal.)
Perchlorethylene	120 million pounds	(13.47 lb. per gal.)
Carbon tetrachloride	2 million pounds	(13.22 lb. per gal.)

One synthetic solvent manufacturer estimates that at the present time the drycleaning industry is consuming between 125 and 130 million pounds of perchlorethylene. Assuming that the average plant consumes one drum, or about 700 pounds per month, the number of synthetic units in operation would be about 14,880.

Petroleum Solvents

STANDARDS for petroleum distillates used in drycleaning cover physical and chemical properties, methods of testing, certification of quality.

Standards for Stoddard Solvent:

(Commercial Standard CS 3-40)

1. *Material:* Stoddard solvent shall be a petroleum distillate.
2. *Appearance:* It shall be clear and free from suspended matter and undissolved water.
3. *Color:* It shall be water-white or not darker than 21 by Saybolt chronometer.
4. *Odor:* Solvent shall be free from rancid and objectionable odors.
5. *Corrosive Properties:* Copper shall show not more than extremely slight discoloration when submerged in solvent for three hours at 122° F.
6. *Doctor Test:* Solvent should react negatively.
7. *Sulphuric Acid Absorption Test:* Not more than 5 percent of the solvent should be absorbed by CP sulphuric acid (93.2 percent).
8. *Flash Point:* Shall not be lower than 100° F.
9. *Distillation Range:* When a sample is distilled according to specifications, not less than 50 percent should be recovered when the thermometer reads 350° F and not less than 90 percent when the thermometer reads 375° F, and the end point shall not be higher than 410° F.
10. *Residue:* When a sample is distilled the residue shall not be more than 1.5 percent.
11. *Acidity:* Residue from distillation shall not show an acid reaction.

A petroleum solvent meeting the above specifications is classified by Underwriters' Laboratories, Inc., in a class with kerosene in respect to fire hazard.

Standards for 140° F Solvent:

The 140° F solvent has been developed in an effort to produce a workable solvent that would have a flash point higher than that set for Stoddard solvent and would show a high degree of safety in regard to fire hazard.

The main specification required by the Underwriters' Laboratories for 140° F solvent is that the flash point be a minimum of 138.2° F. According to the Underwriters' listings this type of solvent is placed in a class between paraffin oil and kerosene.

The Stoddard solvent specifications are concerned only with the solvent and do not require any designated type of equipment.

In the use of 140° F solvent, specifications have also been set up in respect to the type of equipment in which it should be used for maximum safety. In some cases the equipment approved has been tumblers and drying cabinets. Some complete drying units have been approved for the use of 140° F solvent.

Approved drycleaning systems together with particular listed drying cabinets or tumblers are suitable only for use with listed cleaning liquids classified with respect to fire hazard and complying with the following specifications:

1. *Flash Point* (closed cup): Not lower than 138.2° F.
2. *Initial Boiling Point:* Not lower than 357.8° F.
3. *Ignition Temperature:* Not lower than 453.3° F.
4. *Lower Limit of Explosion Range:* Not less than .8 percent by volume in air at initial temperature of 302° F.
5. *Spontaneous Heating:* The cleaning material shall not heat spontaneously.

The color, odor, corrosion and doctor tests are the same as for Stoddard solvent.

Along with the use of approved systems, the installation should be set up in accordance with the standards of the National Board of Fire Underwriters for safeguarding drycleaning and dyeing plants. Authorized inspectors should be consulted before installation.

The use of either of these solvents is regulated by the state fire marshal's office and the regulations vary considerably from one state to another.

Source—Anderson-Prichard Oil Corporation

Synthetic Solvent Cost Pointers

Hold-up of solvent in garments after extraction: Varies with efficiency of extractor, which is based on the diameter of the extractor basket and speed of extractor. This factor is built into machine and cannot be varied.

Length of extraction time: Can be varied.

Example: Variation in amount of solvent left in clothes after extraction. Garments extracted were wool, extraction time seven minutes in all cases:

Machine No.	Diameter of basket	Extraction speed	Solvent hold-up %
1	27"	900	12.5
2	30"	860	12.5
3	34"	810	13.5
4	30"	750	14.5
5	32"	640	16.0
6	24"	550	22.0

Recovery in separate recovery-drier of solvent left in garments after extraction will reclaim 90 percent of hold-up solvent. Cleaning cost may be reduced to 1-1½ cents a pound with perchlorethylene, which is the most completely recoverable solvent.

Loss in filter sludge: Much of this solvent loss may be recovered by steam-stripping the sludge when perchlorethylene is used. Still residues may be stripped for a further saving.

Perc-Saving Pointers

1. Empty lint bags or screens frequently. When running soft wools you should check the bag several times daily.
2. Make sure that the vent on the reclaimer closes properly. If the vent valve does not seat properly, vapors escape.
3. Keep the heating unit and condenser of the reclaimer clean. Otherwise the efficiency of these important parts will be greatly reduced.
4. Clean lines leading to and from the water separator frequently. The vent line on the separator should be kept open at all times.
5. Make sure that the tumbler door seats properly against the gasket. Many doors have adjustments which permit you to vary the tension on the door seal. If you can pull a strip of paper across the seal when the door is closed, you are losing vapor.
6. Check pipe connections in flow lines. Charged solvent easily penetrates loose joints.
7. Do not leave unit doors open at night. Close them tightly after units have had time to cool.

Source—National Institute of Drycleaning

Solvent Tests

Test for Water in Solvent:

Make sure test tube is clean and dry, then half fill with solvent to be tested. Add pinch of anhydrous copper sulfate. Shake test tube well, then allow to settle for a few minutes. Water is present in solvent if sediment has bluish tinge.

Test for Soluble True Soap in Solvent:

The same test will indicate presence of soluble soap in sufficient quantity to cause building up of suds in washer, formation of jell in still or scum on filter. Soluble soap present in solvent when it is shaken with copper sulfate produces flocculent precipitate (a spongy, flaky bottom layer).

Test for Free Fatty Acid:

For accurate results, flask and 55 cc. graduate used for this test must be perfectly dry as well as clean. Either rinse with alcohol or acetone, requiring no drying, or, if washed with water, dry with cloth.

Pour 50 cc. of solvent to be tested into Erlenmeyer flask. Add 3 or 4 drops of phenolphthalein solution. Shake well. Next, using 100 cc. pipette, add 5 cc. of 0.0139 normal alcoholic potassium hydroxide (using synthetic methanol). While adding this solution, shake flask with swirling motion.

If pink color appears while the first 5 cc. is being added, amount of fatty acid in solvent is negligible. Each 5 cc. of testing solution that must be added to obtain pink reaction to phenolphthalein represents acid number of 0.1. If addition of second 5 cc. produces pink color, solvent is satisfactory to use. However, if it is necessary to add a third 5 cc. before obtaining pink reaction, the solvent should be treated before further use. Up to this point, the use of one of the adsorbents will usually keep it in usable condition.

If more than 15 cc. of testing solution, indicating an acid number of 0.3, is required to produce pink color, solvent must be clarified. The acid number 0.3 has been established as point at which solvent should be clarified because odor has been traced to solvent with a slightly higher acid number.

The drycleaner should make this test every day. The potassium hydroxide should be fresh.

Test for Solvent Retention:

Petroleum plants using charged systems should be particularly concerned with solvent retention—that amount left in garments after extraction. Squeezing the last drop may induce other costs to rise. Finishing of excessively wrinkled garments far exceeds the solvent savings. Too little extraction, on the other hand, can add many dollars to supply costs.

Generally, the only difference between laundry and drycleaning extractors is the explosion-proof motor. Speeds and load capacities have not been altered to conform to the completely different conditions that exist. Problems of finishing laundered garments are not the same as for drycleaned fabrics that have special sizings, drape and other factors to concern us. All this can be affected by the moisture introduced through the charged system.

Drycleaning extractors should be set at a speed and running time that leave about 12 to 18 percent of solvent by weight in the garments to be deodorized. This will allow garments to deodorize in normal drying cycles, keep solvent costs in line and provide for easy finishing.

Here is how to check your solvent retention:

1. Select a test load and predry.
2. Weigh before cleaning.
3. Clean, drain and extract.
4. Weigh load.
5. Deodorize and reweigh.

The load is predried and weighed to determine the actual weight of the garments without moisture. The only variable remaining is the weight of the soil present, which is negligible.

After draining and extraction, the load is weighed. The increased weight is due to the solvent and the moisture added during cleaning. If you add the water by hand it is a simple matter to determine the liquid weight of the moisture. This weight is deducted in your calculations, since it has no bearing on costs. The final weighing after deodorizing is the check on your original load weight. For example:

Weight after predrying—50 lb.
Weight after extraction—58½ lb.
Amount water added to load—32 oz. (2 lb.)

Calculation —	58.5 lb.
less	2.0
	56.5
Predried weight	50.0
	6.5 lb. = weight of solvent

(Solvent weight) 6.5 ÷ 50 (dryweight) = .13 or 13% solvent retention

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If you have no way of accurately calculating the water addition, estimate approximately ½ ounce of moisture per pound of clothes cleaned.

Watch for these: Excessive extractor speeds or extraction time can cost money in extra finishing costs. So long as solvent retention falls between 12 and 18 percent, supply costs are in line. Overloading of extractors should be avoided. Garments should be packed, but loosely—not jammed. An inexpensive timer is a worth-while investment.

Solvent Filtration

REMOVAL of insoluble impurities from drycleaning solvent in the filter is nothing more than a simple "screening" action. If all the dirt coming from the garments were in large, hard particles, the regular filter screens and bags would do the job without the need of filter powder. But dirt, sand, lint, and slimy and gummy substances make the picture totally different.

The screens and bags in your filter are extremely fine, around 200 mesh, which means there are approximately 40,000 holes to a square inch. If you use no filter powder, these holes are plugged in no time by the slimy and gummy substances. Then your filter pressure goes sky-high and you get no more than a trickle of solvent through the filter.

When you add a good filter powder (diatomaceous silica) to the solvent, the extremely fine diatom particles mix in the washer with the impurities and are carried to the filtering surface. These particles of powder collect on the filter screens or bags and break up the gummy coating of slimes and residues. They form pores or holes so fine they can only be seen under a microscope, but through which the clean solvent can flow freely.

When the manufacturer made your filter to put out, for example, 3,000 gallons per hour, he did not guess at the amount of filtering area. It was figured out by engineers as approximately 33 square feet for each 1,000 gallons of filter capacity. Therefore, your 3,000-gallon filter would have about 100 square feet of screen area.

Suppose, for various reasons, your screens and bags have become so clogged with insoluble residues and slimy substances (through which the solvent will not pass) that only 50 percent of your filtering area is open to flow. In effect, you now have a 1,500-gallon filter instead of a 3,000-gallon filter, yet your pump is still trying to force through its full capacity of 3,000 gallons, thus developing excess pressure.

To know whether your screens in your vertical screen filter are clogged or not here is the procedure:

When you have completed a day's run, or when you consider the pressure excessive, shut off your pump and open the drain valve on your filter, allowing the solvent to drain off to a point just below the filter cover. Remove the cover and swing it aside so that you can see down between the filter screens. Now drain the solvent from the filter, slowly enough so that you do not disturb the filter cake. When the solvent level is below the tops of the screens, take a flashlight and inspect the condition of the cake on each filter screen.

You will note that some areas have no filter powder on them; some of the areas will be coated anywhere from ½ to 1 inch thick, and the rest of the screens will be splotched here and there with only a thin cake. Where there is no filter cake, there has been no solvent passing through; all the solvent went through those areas on which the powder is deposited in a reasonably thick cake. In the case of a horizontal type filter, where the filter powder lies on a flat plane, this "spotty" cake is not found, due to the fact that its construction causes even distribution of the filter powder.

If the screens had been properly cleaned *and kept clean by proper precoating,* the filter cake would be uniformly distributed and of even thickness and color texture.

Cleaning Filter Screens

The proper way to clean your filter screens is to use 1 or 2 pounds of caustic soda to each 5 gallons of water in a tank or tub large enough to immerse the screens. Bring this tank of solution to a boil and then immerse the screens for at least 30 minutes. For bad cases of clogging, some plants soak the screens in the cold solution overnight and bring to a boil the next morning.

Next, rinse each screen thoroughly in another tub of boiling water, then steam thoroughly from top to bottom with wet steam. The trick to the above operation is to take the screens out of the boiling hot caustic solution one at a time, to the boiling hot rinse water, then to the steam hose. Above all, do not permit the screen to dry from the time it is taken from the caustic solution until it has been thoroughly steamed, working from top to bottom. If you do, the emulsified slimes and greases will precipitate and harden and be almost impossible to remove.

Wipe the screen very carefully. Be sure in wiping and blowing with steam that you do not break the soldering on edges; this will cause screens to develop leaks.

Now how can you keep your screens from getting gummed up again? With a properly applied precoat.

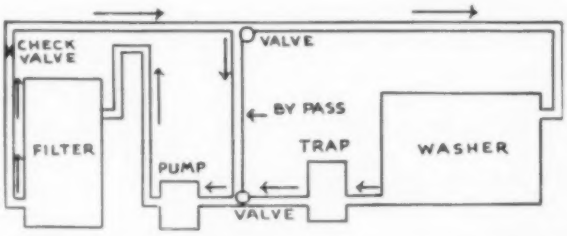
Precoat and Operation

First, fill the washer to the proper level and the filter full of *clean* solvent. In filling the filter, keep the air valve open until solvent starts to run out, signifying that it is full. Now, close the air valve and add to the *clean* solvent in the washer one pound of filter powder *for each 10 square feet of screen area.* Start the washer and mix the powder thoroughly with the solvent. Then you can start the pump. Allow the solvent to circulate through the filter and washer until it shows clear in both sight glasses.

You are then ready to start your daily operation.

The most important thing to remember during the day's cleaning is that filter powder should be used on *every* washer load. The next most important point is to use the right amount of filter powder—not too much, not too little. If one load is run without filter powder, the surface of your filter cake will start to slime over and become partially plugged, with more than normal pressure rise. This condition becomes worse for each succeeding load run without filter powder.

In a test run by a solvent manufacturer, it was found that using only ¼ pound of filter powder on *every* load cleaned more garments per pound of pressure rise, yet used 27 percent less filter powder per 1,000 pounds of garments cleaned than when three times this amount (¾ pound) was added in *every other load.*



Use of by-pass maintains filter cake by continuing pressure with the pump while the washer is idle or on soap run. Also, extension of filter inlet and outlet above solvent level in filter maintains solvent level above filter cake. Check valve prevents solvent on outlet side from dropping back and pushing the cake off from inside the screens

Another extremely important point is that, on the vertical type filter, there is nothing to hold the precoat or cake on

Minimum Filter Powder Usage

Stoddard and Large Synthetic Solvent Filters		Small Synthetic Solvent Filters
For Precoating		
Filter Capacity	Amount of Powder	
1000 gal. per hr.	2 pounds	Use 1 ounce for each square foot of filtering cloth or screen.
2000 gal. per hr.	4 pounds	
3000 gal. per hr.	6 pounds	
5000 gal. per hr.	8 pounds	
8000 gal. per hr.	14 pounds	
For Addition With Garments or to Powder Trap		
No soap used—add 1 lb. powder to 100 lb. of fabrics. Soap used—To break run*—1 lb. powder per 100 lb. of fabrics. To filter rinse—1 lb. powder per 100 lb. of fabrics. * If no break run is carried out, double quantity of filter powder is used for filter rinse.		Use ½ lb. for each 50 lb. garments cleaned. Example: If 50 lb. garments make four loads, add 2 oz. with each load. A less effective method is to add ½ lb. every four loads. Add powder with garments when possible—otherwise at trap.

Source—Johns-Manville Sales Corporation

the screens. There should be a by-pass valve to allow the solvent to keep circulating and hold pressure against the cake when no washers are running on the filter. If the pump is stopped when you are not filtering there is no pressure, and parts of the precoat and filter cake will fall off and leave the screen bare. When you start to filter again, these bare spots quickly plug up and the pressure rises faster than normal.

The same result occurs when the filter is started the first thing in the morning—after the pump has been off all night—without applying a precoat. If only one load is run through a precoat before shutting down for the night, a new precoat must be put on before starting to filter the next morning. Again, this does not apply to horizontal filters.

Three cardinal rules to remember in securing more and better cleaning with economy of filter powder are:

1. Start with and keep screens thoroughly clean with all mesh openings clear for solvent flow.
2. Determine the proper amount of filter powder to use per load of garments, according to the size of the load and the condition of the garments (one to two pounds for every 100 pounds of garments). Use the correct amount in *every* washer load.
3. Keep pressure against the filter cake at all times when operating a vertical type filter, either circulating through the washers or a by-pass valve. Always precoat again after the pump has been stopped even for a short time.

A new filter design recently put on the market does not require the conventional precoat procedure. Filter powder is added only once at the beginning of the day. The filter is automatically backwashed and recoated after each load.

Source—Dicalite Division, Great Lakes Carbon Corporation

Use and Characteristics of Sweeteners

There are certain adsorptive filter aids that have characteristics that must not be confused with those of standard filter powders. The adsorptive filter powders have been treated with magnesium or aluminum silicates, or similar compounds, to give them an ability to strain out soluble impurities that otherwise are able to pass through the filter cake. Some of these adsorptive filter powders have been effective in prolonging the interval between distillation periods.

Since the rate at which the magnesium silicate is used up depends not only on the type and amount of soil in the garments but also on the amount of fatty acid released from the soap used, it is difficult to prescribe exact formulas. This is particularly so since these powders vary widely in character and performance.

The rule of thumb for one such powder is a precoat of 3 pounds per 1,000-gallons-per-hour filter capacity, plus 1½ pounds to each 100-pound load of lightly soiled garments. Care should be taken to add the adsorptive filter powder through the trap or at the outlet of the washer, as it has a tendency to cling to fabrics.

Use of Activated Carbon

The popularity of the charged system has increased the need for careful control of solvent contamination. Activated carbon offers one of the best means of preventing the build-up of solvent contaminants, especially water-soluble dyes which become dissolved in the solvent.

To avoid "dusting" while handling carbon in the cleaning room, avoid dumping it too fast or from too great a height. Don't let the powder drop more than 2 or 3 inches. A good practice is to empty a number of cartons or bags of carbon into a metal ash can with a lid. In transferring the powder from the metal container to the washer you can use a one-pound coffee tin or one-quart saucepan, either of which holds one pound of carbon.

The "after precoat" method of using carbon is recommended as a daily procedure. After the filter is precoated with the proper amount of diatomaceous filter aid, the after precoat of carbon is applied. Carbon, mixed with filter aid, is added directly to the wheel. Run the washer for a few minutes to wet and disperse the carbon thoroughly. Then recirculate the solvent through the filter until the sight glass is clear. Under normal operating conditions no more carbon will be needed during the day.

The table below shows how much filter aid and carbon to use.

For Petroleum Systems

Filter Size	Step 1: Precoat with filter aid	Step 2: "After precoat" consists of carbon and filter aid
1300 gal/hr.	3 lb.	3 lb. plus 1 lb.
2000 gal/hr.	5 lb.	4 lb. plus 1½ lb.
3200 gal/hr.	7 lb.	6 lb. plus 2 lb.
5000 gal/hr.	10 lb.	10 lb. plus 3 lb.
8000 gal/hr.	16 lb.	12½ lb. plus 4 lb.
10000 gal/hr.	20 lb.	16 lb. plus 5 lb.

For Synthetic Systems

For the average-size synthetic unit, Step 1 requires 3 pounds of filter aid as a precoat. Step 2 requires a mixture of 3 pounds of carbon and 1 pound of filter aid.

A heaping quart measure holds: ½ lb. of filter aid
1 lb. of carbon

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These dosages are not rigid. The cleaner will have to make adjustments suited to his own method of cleaning, schedule of loads, frequency of distillation, etc.

When it is necessary to add carbon during the day to handle emergencies, such as a sudden increase in color due to a bleeding dye condition, it is recommended that it be added in slurry form.

If, for example, 2 pounds of carbon are required, spill the carbon gently into a pail containing 2 gallons of solvent. Stir quietly until the carbon is wetted and uniformly dispersed. Pour the slurry into the button trap while solvent is being pumped through the filter. Do not have any garments in the washer. As soon as the sight glass shows clear you can resume cleaning. Slurry may also be added on the suction side of the pump by providing a tee-connection and a valve.

If carbon is to be used to clean up an accumulation of dirty solvent, add the carbon in dry or slurry form directly to the washer on the basis of about 3 pounds of carbon for each 100 gallons of solvent. Run the washer for 20-30 minutes with no filter circulation. Then circulate the solvent for another 20-30 minutes through the filter. If this dosage is not sufficient, repeat the procedure.

Source—Darco Department, Atlas Powder Company

Capacities of Drycleaning Extractors

Size Basket Dia. In.	Basket Speed r.p.m.	Capacity Lbs.-Dry Weight	Size Basket Dia. In.	Basket Speed r.p.m.	Capacity Lbs.-Dry Weight
17	1500	17	40	925	100
20	1500	25	48	750	150
26	1350	40	60	625	250
30	1200	60	72	550	325

When using the charged system, check with your manufacturer for recommended speeds, pulley changes. The water used in this system can induce wrinkling unless speeds are kept in line. Wools should be extracted for 3 to 4 minutes, silks up to 2 minutes. Solvent retention should be within 12 to 18% of dry weight of the load. Garments should be loosely packed and covered before extraction

Kilowatt Hours To Run Extractors

Time In Minutes	Extractor Diameters 20"	24"	26"	28"	30"	40"	48"
1	.042	.050	.071	.083	.095	....	....
2	.048	.069	.082	.095	.108	....	....
3	.055	.079	.092	.107	.122	....	....
4	.062	.088	.103	.119	.135	.46	.65
5	.069	.097	.114	.131	.149	.50	.70
6	.075	.106	.125	.143	.162	.54	.75
7	.082	.116	.135	.155	.175	.58	.80
8	.089	.125	.146	.167	.189	.62	.85
9	.095	.134	.157	.179	.202	.66	.90
10	.102	.144	.167	.192	.216	.70	.95
11	.109	.153	.178	.204	.229	.74	1.00
12	.115	.162	.189	.216	.242	.78	1.05
13	.122	.171	.199	.228	.256	.82	1.10
14	.129	.181	.210	.240	.269	.86	1.15
15	.135	.190	.221	.252	.283	.90	1.20
16	.142	.199	.232	.264	.296	.94	1.25
17	.149	.209	.242	.276	.309	.98	1.30
18	.155	.218	.253	.289	.323	1.02	1.35
19	.162	.227	.264	.300	.336	1.06	1.40
20	.169	.237	.275	.312	.350	1.10	1.45

Source—American Institute of Laundering

Table gives kilowatt hours required to run extractors of various sizes a given time in minutes. Example: A 48-inch extractor draws 1.45 kilowatt hours for a 20-minute extraction period; at 2 cents per kilowatt hour, power cost is 2.9 cents for the load

Pumps for Filter Circulation

Filter Gallons Per Hour	Size of Suction and Discharge Pipes	r.p.m. Pump Pulley	Diameter Pump Pulley	Gallons Per Revolution
400	1"	450	4¾"	0.015
600	1"	650	4¾"	0.015
1000	1¼"	375	7"	0.044
1200	1½"	230	10"	0.087
2000	2"	265	10"	0.125
3200	2"	235	12"	0.235
5000	2"	350	12"	0.34
8000	3"	250	24"	0.53

Source—Viking Pump Co.

Chart above shows pump size recommended for each size of filter and speed at which each should operate to produce intended flow rate when diatomaceous filter aids and "sweeteners" are being used

Capacities of Drycleaning Washers

Size-Cylinder Dia. x Length In Inches	Cylinder Speed r.p.m.	Horsepower Required	Capacity Lb. Dry Weight Wood Cylinder	Metal Cylinder
24 x 24	34	⅓	15	—
24 x 30	34	⅓	20	—
30 x 30	25	½	30	40
30 x 40	25	¾	40	50
30 x 48	25	¾	50	60
36 x 48	19	1½	65	85
36 x 54	19	1½	75	95
36 x 64	19	1½	90	115
36 x 72	19	2	105	130
42 x 54	16	2	105	130
42 x 64	16	2	130	155
42 x 72	16	2	145	175
42 x 84	16	2	175	200
42 x 96	16	3	200	240
48 x 84	13	3	240	265
48 x 96	13	4	265	305
48 x 108	13	4	305	340
48 x 120	13	5	340	380
54 x 60	13	3	—	250
54 x 70	13	4	—	300

If you are using a charged system, it is well to stay 10 to 20 percent under these recommended load sizes. You will remove more water-soluble soil in the process. Loads run as close to maximum weights as possible produce better cleaning. Underloaded washers merely float the garments

Capacities of Drycleaning Tumblers

Size-Cylinder Dia. x Length In Inches	Cylinder Speed r.p.m.	Horsepower Cyl.	Fan	Capacity Lb.-Dry Weight
36 x 18#	39	¼	¼	25
36 x 24#	39	¼	¼	30
36 x 30#	39	⅓	¼	40
36 x 30	39	½	¾	40
36 x 42	39	½	1	50
36 x 48	39	¾	1	60
42 x 40	30	1	2	70
42 x 60	30	1½	3	100
42 x 90	30	2	5	150
42 x 120	30	3	7½	200
46 x 120	27	3	7½	250

Overloaded tumblers slow down your drying cycle. Excessive mechanical action induced by long running times wears out fabrics. An additional fire hazard is created by overloads. Even 5 extra pounds in a typical 36-by-30 tumbler create an overload of 12 percent

Common Spots

Albumin (Milk, Fish Slime, Egg, etc.): In some instances egg should first be scraped or brushed from the fabric as much as possible while it is dry. These stains should be digested first (before drycleaning, if possible). In digesting remember: Keep it wet, keep it warm, give it time, and keep it neutral as to acids or alkalies.

After digestion spot with a neutral lubricant followed by ammonia, if the dyestuff will withstand it. Then dry the garment, prespot with a wet-and-dry-side paint remover and dryclean.

Today's fabrics are often treated with permanent resins, including urea formaldehyde and melamine formaldehyde resins. The protein of albuminous stains will often combine with the formaldehyde of the resins and form a very permanent stain. Therefore on resin-treated fabrics all efforts frequently result in failure. This is a recent development that has been confounding spotters who previously had been able to remove such stains.

Argyrol: It is advisable to digest argyrol stains first. Then apply water or the steam gun to flush color as the stain is dissolved, thus preventing it from spreading to wider areas. Cover the stain with iodide crystals, allowing the crystals to dissolve in the water already applied to the fabric. Or, tincture of iodine can be used. Let the iodide solution soak for a few seconds. Work with spatula and flush out. Dab the stain with hypo crystals (enclosed in a cheesecloth bag) which first have been immersed in a 10 percent ammonia solution. Flush out thoroughly with water.

Sometimes the argyrol is in an albuminous solution. In this case, digest to release some of the stain, then follow the above procedure.

Berry: Wet the stain with the steam gun and flush out thoroughly by repeated applications of a neutral lubricant. Then apply a general formula, 28 percent acetic acid or 10 percent formic acid. Flush the stain again. Apply ammonia. This type of stain will generally alternate from pink to blue with acids and alkalies. When this occurs, sometimes sodium bisulfite applied with a bone spatula will overcome the indicator dyestuff.

If a stronger bleach, such as sodium hydrosulfite, titanium sulfate, chlorine, etc., can be used, that might be advisable. This will depend upon the fiber and the fastness of the dye.

Blood: Whenever possible dry-brush blood stain from the fabric and spot before drycleaning. In many cases spotting with a neutral lubricant will make it possible to flush the greater portion of the blood from the fabric. In extreme accident cases it is very often advisable to soak out the garment in cold water to rinse the heavy portions from the fabric.

If the above procedures have been used without complete success, it will be necessary to resort to digestion. If the garment is generally covered soak in a digester bath. If only spots remain, digestion on the board might be possible. The area can sometimes be kept warm and wet by soaking the stains between wet, hot towels.

Last traces of stains can sometimes be removed by the use of hydrogen peroxide or sodium perborate.

Should the stain still remain, prespot the area with a wet-dry-side paint remover and dryclean the garment.

Candy: This type of stain is usually very easy to remove. Once the stain is broken up by tamping with a brush or using the bone spatula it can readily be flushed from the fabric with water and a neutral lubricant. Sometimes a vegetable dye may remain which can often be removed by applying ammonia and flushing with a steam gun. Should traces of dye still remain it will be necessary to use an appropriate bleach.

Carbon (Soot, Gutter Splash, etc.): This type of stain has usually contacted the fabric in a wet state. Therefore, because these stains are somewhat soluble on both wet and dry sides, it will be found that a prespotting emulsion that contains both water and dry-side solutions is most effective. Then dryclean the garment.

After drycleaning, it is preferable to treat the stain on the wet side. Wet out with the steam gun and apply a neutral lubricant or a thick wetcleaning soap. Work the stain with a spotting brush or spatula and flush out. Repeat until all of the carbon has disappeared, then flush out with the steam gun and dry.

Occasionally a stain will remain, particularly when carbon paper was the cause. This is a dye rather than carbon and should be treated with general formula after all the carbon has been flushed out.

Bleaching procedures are not effective on carbon stains.

Coca-Cola: See "Soft Drinks."

Cod Liver Oil: See "Oxidizing Oils."

Coffee (Tea): These stains should be treated before drycleaning whenever possible. Flush as much of the stain as possible with a neutral lubricant. Then add a general formula or 28 percent acetic acid along with some neutral lubricant and flush the stain. Repeat this several times.

Any stain remaining will have to be removed by bleaching. Chlorine is very effective on the yellow stain remaining but such a bleach damages wool. The color of the fabric must also be considered before resorting to bleaches.

Cooking and Salad Oils: See "Oxidizing Oils."

Corrosion, Metallic: Flush the stain thoroughly with the steam gun and a neutral lubricant. Work with a bone spatula or spotting brush as necessary. Commercial wet spotters are sometimes effective on this stain but care must be exercised so that a loss of the base color does not occur when using them. Flush the stain thoroughly and apply a rust remover (not on metallic fabrics or weighted silk). Then prespot the stain with a wet-dry-side paint remover and dryclean.

Dyes: Dye stains are generally considered to be wet-side stains. Their removal depends on the fastness of the dye stain itself as compared with the fastness of the base dye.

Soaking out such stains in water and a neutral lubricant, while slow, is probably the safest and the most effective procedure.

If soaking with a neutral lubricant does not remove the stain, then first test a sample of the garment fabric to determine the fastness of its dyestuff. If, for example, the base dye is fast to ammonia, it would be advisable to soak the foreign dye stains in ammonia and a neutral lubricant. If

the base dye is fast to acids, then an acid such as 28 percent acetic could be added to the neutral lubricant.

The foreign dye may bleed with the opposite of the base dye of the garment. Then dye removal can be accomplished without damaging the base dye. Should the foreign dye bleed to the same agent to which the base dye bleeds, it becomes a battle of dyestuffs to see which will clear from the fabric first. In such a case the risk of damaging the base color is quite great and care must be exercised.

If such soaking procedures have been attempted and dye stains still remain, it is usually necessary to resort to bleaching. On colored garments a milder bleach must be used, such as hydrogen peroxide or sodium perborate. Acetate dyes are generally quite resistant to oxidizing bleaches and therefore even a 1 percent solution of chlorine bleach can be used in removing a foreign dyestuff, if the base dye is an acetate dye. If the foreign dyestuff is an acetate dye the problem becomes almost impossible unless prolonged soaking does the job.

Food: Apply water with the spotting brush and tamp, or flush with the steam gun or water spray gun. Then, depending on the stubbornness of the stain, follow with a neutral lubricant. Manipulate with the brush or spatula and flush out with the steam gun.

Stains that do not respond to the above treatment probably either contain albumin or are held to the fabric by sizings. In either case, the answer is spot or bath digestion.

Glue, Rubber or Cellulose: Apply solvent or a volatile-type paint remover to the stains. Then add amyl acetate. Amyl acetate works slowly and so time must be given. Rather than add a large quantity at one time, repeated applications, as it evaporates off the fabric, are advisable. In some instances an oily-type paint remover can be added after the amyl acetate which tends to reduce the evaporation rate and thus soak out the area. The stains will gradually be dissolved; the garment should then be recleaned.

Carbon bisulfite and benzol are sometimes advocated but both are highly inflammable and carbon bisulfite has a very bad odor which sometimes causes a problem. Therefore most spotters do not use them.

Glue, Vegetable or Animal: These glues are generally soluble on the wet side. In many cases digestion is advisable, followed by spotting with a neutral lubricant and ammonia —provided the dyestuff will stand it.

Grass: Remove these stains before drycleaning, if possible. Flush with solvent and apply a wet-dry soap, work with the spotting brush or spatula and dryclean immediately. If the green in the stain is heavy and bright, add a little amyl acetate to the prespotter.

To remove on the wet side, flush with the steam gun or water, apply a neutral lubricant or, preferably, a wet-dry soap. Brush with the spotting brush or work with the spatula, then flush with the steam gun. Repeat several times, if necessary. If this fails to clear up the stain on colored fabrics, apply general formula, working with the brush or spatula, and flush with the steam gun.

White garments may be bleached with sodium perborate or hydrogen peroxide. White cotton and linen may be given a chlorine bleach, if necessary.

Indelible Pencil: Place a piece of cheesecloth under the stained area to absorb bleeding dye, and apply a light feather of steam or water spray. Turn cheesecloth frequently so bled dye cannot come in contact with the fabric, and replace it when necessary. When the dye stops bleeding with the application of the steam gun, remove the cheesecloth and work the stain with either neutral lubricant or general formula. Then replace the cheesecloth and flush with the steam gun, repeating until no more dye can be removed.

On white or pastel fabric, remaining traces can be bleached with hydrosulfite or hydrogen peroxide. Sometimes the hydrosulfite will appear to remove the stain, only to have it return after flushing. If this happens, hydrogen peroxide should do the job.

For this type of stain it is important to check the pocket before starting, since pencil points often break off. Turn the pocket inside out, even if you must rip a seam, to ascertain if there is a stain which might later bleed from steam from the press or even perspiration from the wearer's body.

Ink (India, Indelible, Ball-Point, Printer's Ink, etc.): These inks all fall in the category of dry-side inks. They are usually heavy inks that lie mostly on the surface. Towels or cheesecloth should be handy to absorb the great amount of bleeding dye. First apply solvent to the stains. Then begin by applying an oily-type paint remover. Flush from the fabric with solvent or a volatile-type paint remover. Repeat this operation as long as bleeding takes place. Ball-point ink is readily removed in this manner and the garment can then be drycleaned. Be sure to remove as much of these inks as possible on the dry side before drycleaning the garment.

Should stains still remain, spotting with a neutral lubricant and a wet-and-dry-side paint remover is advisable. Flush this solution from the fabric very thoroughly with water and don't apply the steam gun very close to the fabric. A neutral lubricant and ammonia might then be tried. Beyond this point it will be necessary to resort to bleaching to remove any traces of the stains.

Ink (Blue, Blue-black, Black, etc.): Inks of this type are wet-side inks and not very responsive to dry-side solutions.

Keeping in mind that there will have to be an absorbent under the stains to pick up the bleeding dye, begin by first adding water and a neutral lubricant. This will immediately start bleeding. Blot up as much of the bleeding dye as possible by using blotting paper on the stain directly as well as towels and cheesecloth under the stain. Repeat this procedure so long as dye is being removed. Do not be too quick to leave this operation.

After bleeding has stopped apply an acid-type spotting agent such as 28 percent acetic acid, 10 percent formic acid, general formula, or an ink remover. Using one of these in conjunction with a neutral lubricant will again start the ink bleeding. Continue this until no bleeding occurs. Then apply a rust remover to remove any iron tannates that might be present. Flush again with a neutral lubricant. Then apply ammonia.

Any traces of color remaining will have to be removed by bleaching.

Iodine: Flush out the area with steam or water to remove excess coloring. Wrap a few crystals of sodium thiosulfate (hypo) in a cheesecloth and after immersing it in a dilute ammonia solution dab the stain with this ammoniated hypo. Continue dabbing until the last traces of the stain have disappeared, then flush out with the steam gun, feather out and dry. To loosen up old, hard-set iodine stains, first flush with the steam gun and apply a neutral lubricant with ammonia. When no more color is moved, follow as above.

Iron Rust: Wet the area with the steam gun or water and apply a drop or two of a commercial rust remover. If the stain does not disappear immediately, apply a light feather of steam.

Lipstick: If this stain is treated before drycleaning it is not a difficult job. Saturate the stain with solvent or a volatile-type paint remover. Have a towel or cheesecloth under-

neath the stain to absorb the bleeding dye and pigment. Apply an oily-type paint remover if lubrication of the stain is necessary. Follow by flushing the stain with a volatile-type paint remover or solvent. Then dryclean the garment.

After drycleaning this stain is difficult to remove, particularly if the garment has gone through the tumbler and thus been exposed to heat. Much of the lubrication natural to the stain has now been removed so the first step is to relubricate it with an oily-type paint remover and flush the area with solvent or a volatile-type paint remover. Continue this as long as bleeding takes place. Then reclean the garment.

Should the stain still remain the problem becomes one of dye. Spot the stain with water and a neutral lubricant and flush as much of the dye from the fabric as possible. When all bleeding has ceased, begin adding ammonia to the stain. This will start bleeding again. Flush with water from the steam gun and a neutral lubricant. This will generally remove such stains. If not, bleaching will be necessary.

Meat Sauces: Flush such stains with water and a neutral lubricant. Dry the fabric. Then apply solvent to the area and spot the stains with repeated applications of a volatile and an oily-type paint remover. Dryclean the garment.

Metallic Corrosion: See "Corrosion, Metallic."

Mildew: Flush with the steam gun and apply a neutral lubricant to which ammonia has been added, or a wetcleaning soap. Tamp with the spotting brush or work with the spatula and flush with the steam gun. Where traces remain on white or light-colored fabrics, spray with peroxide, allow a little time for oxidation, then flush out.

Where large areas are affected, brush with a wetcleaning soap, rinse thoroughly, then give a light bleach in a perborate bath. Even colored fabrics may be cleared by permitting them to remain in the bleach for a short period, watching closely for effect on the basic dye. On white linen, cotton or rayon a chlorine bleach may be used effectively.

Mud: Let the stain dry thoroughly, then dry-brush as much as possible from the surface of the fabric. Then flush the area with water and a neutral lubricant. Dry the garment. Should any traces remain, prespot the stains with an emulsion of water and drycleaning detergent and dryclean the garment.

Mustard: Saturate with the steam gun or water and apply neutral lubricant with formic or acetic acid, or a general formula. Work with the spatula or spotting brush and flush. Repeat procedure until no more color is removed. Then, on white or light-colored fabrics (or colored fabrics that withstand a test for dyefastness) apply hydrosulfite bleach, sodium perborate or hydrogen peroxide. Chlorine bleach may be applied on white cotton, linen or rayon. This is one of the few stains that can seldom be completely removed.

Nail Polish: Nail polishes are usually readily soluble in amyl acetate. Be sure to give the amyl acetate time to dissolve the nail polish and keep the stains saturated with amyl acetate by repeatedly applying a few drops. When the stain has been dissolved, rinse the garment in the drycleaning washer.

Oxidizing Oils (Linseed, Cooking Oils, Mayonnaise, Cod Liver, etc.): This stain can be a very simple one to remove or be impossible, depending on the degree of oxidation. Therefore it is urgent to spot this stain as soon as possible and before drycleaning.

First apply some solvent to the stain and then an oily-type paint remover. Work well into the stain. Follow with a volatile-type paint remover. Tamp the spot well with a brush and dryclean the garment.

If the stain remains after cleaning, a wet-and-dry-side paint remover used on the wet side will sometimes improve the stain.

These stains can usually be identified by their characteristic cross design in the fabric. A highly oxidized stain will generally be dark to black in color.

In extreme cases a formula of one part pyridine and nine parts of solvent or oleic acid can be used to advantage.

Paint and Pigments: Paint and pigments should be removed before drycleaning whenever possible. Drycleaning and tumbling tend to dry out and oxidize the oils in the paint, making removal more difficult. Before drycleaning, paint spots can readily be removed by the use of both volatile and oily-type paint removers alternately. Then dryclean the garment. After drycleaning, a greater effort toward relubricating the paint stain will be necessary by the use of an oily-type paint remover. Then a volatile type can be used to help dissolve the pigment. Paint is most difficult on cotton fabrics and almost impossible to remove from leather.

Care should always be exercised in using a bone spatula in conjunction with paint removal because digging with the point can result in severe damage to the dyestuff or fabric.

Pencil, Indelible: See "Indelible Pencil."

Pencil Marks: See "Carbon."

Perfume: Perfumes usually contain a very high percentage of alcohol, which bleeds acetate dyes profusely. Therefore in many cases (wherever acetate dyes are present) perfume stains will mean that the dye has bled to form a dark outer ring of built-up dye. In almost all cases nothing can be done to overcome this condition short of redyeing.

In an attempt to remove the stain it would be advisable to flush the area well with a neutral lubricant and water. Then add an acid spotting agent such as 28 percent acetic acid or general formula. Flush the stain well and dry.

Perspiration: Spray with a steam gun or water and apply a neutral lubricant. Tamp the area with a brush and flush thoroughly. Add a little ammonia, if necessary, to the neutral lubricant, tamp and again flush the area.

Sometimes color changes occur under the arms. The color can be restored by the application of 28 percent acetic acid or 10 percent formic acid.

In charged-system operations garments can generally be introduced into the washer without drying, provided the system is adequately charged to absorb this moisture and the humidity factor of the solvent system has not been exceeded.

Road Oil: See "Tar."

Rubber Glue or Rubber Cement: See "Glue, Rubber."

Shoe Polish: Prespot before drycleaning whenever possible. Lubricate the stains thoroughly with an oily-type paint remover, then flush the stains with a volatile-type paint remover. Continue this as long as bleeding takes place. Then dryclean the garment.

Any stain that remains after drycleaning is usually a leather dye that is very difficult to remove. Saturate the area with steam or water and lubricate thoroughly with a neutral lubricant followed by ammonia. Flush the stain thoroughly.

Silver Nitrate: Flush with the steam gun or clear water, add a drop of iodine or put a few crystals on the spot, and leave this on the stain for 30 seconds to one minute. This converts the silver nitrate into an iodide salt, which is solu-

ble in ammonia and sodium thiosulfate (hypo). After thoroughly flushing out the stain formed by the combination of iodine and silver nitrate, dab the affected area with a small amount (half teaspoonful) of hypo crystals wrapped in cheesecloth which has been saturated in dilute ammonia. Flush, feather out and repeat the process if necessary.

Soft Drinks: Flush with the steam gun or clear water and apply a neutral lubricant, possibly adding acetic or formic acid. Work with the spatula or spotting brush and flush with the steam gun. If necessary, follow with a few drops of general formula and again work with the spatula or brush and flush. Last traces of color on white or pastel garments (or on darker garments after testing for colorfastness) may be bleached with hydrogen peroxide or a few drops of hydrosulfite.

Soot: See "Carbon."

Syrup: See "Candy."

Tar: Saturate the area with drycleaning solvent. Then work an oily-type paint remover well into the stain. Flush the area with a volatile-type paint remover and dryclean the garment.

In some cases a yellow stain may remain. This type of stain may be removed by the use of a few drops of carbon disulfide but this material is very inflammable and carries a rather repulsive odor. Fortunately most tar can be removed without resorting to this extreme.

Tea: See "Coffee."

Vomit: This stain often involves large areas of a garment. In some instances the substance has dried. As much as possible should be dry-brushed from the fabric. Then, if the plant is operating on a charged system, a water gun can be used to wet down the affected areas and a neutral lubricant can also be brushed into these areas. Then dryclean garment.

It may be necessary to digest such stains. This may involve a local operation or immersion of the entire garment in a digester bath. The latter, of course, will involve wetcleaning the garment.

Spotting Tips

1. Keep tight corks or covers on all spotting agents. Only solvents safe for use on all fabrics should be kept conveniently at hand.
2. Many fabrics are weak when wet. Use a tamping action with a brush.
3. After use, spotting brushes should be hung up to dry or left face down so the water drains from the bristles. Soaking in water swells the fibers and splits the wood base.
4. Keep spotting brushes in shape. Uneven bristles cause inaccurate applications of solvents and may hurt the fabric.
5. Gouging with the point of the spatula will lead to damage claims. Excessive rubbing with a bone spatula, particularly on hard-finished fabrics such as taffetas, will often cause a loss of color.
6. Acetate dyes bleed profusely with alcohol and slightly with acids. Keep this in mind when using acid spotting agents and some prespotters that contain alcohol.
7. Use a dropper to apply spotting agents. Frequently a few drops will do the job; when small amounts are employed, removal of the agent is simplified.
8. Remember that wool dyes bleed with alkalies such as ammonia. Be careful in using hot soap solutions or using any alkali in conjunction with the steam gun.
9. Before resorting to wetcleaning consider the possibility of handbrushing with emulsions of drycleaning detergents and water or spraying down the garment before rerunning in a charged-system operation.
10. When applying a digester to an albuminous stain make certain all the soap, alkali or acid is thoroughly rinsed out.
11. Do not use rust removers on the glass top of a spotting board. Keep any of the sulfur bleaches such as sodium hydrosulfite from coming in contact with metal while it is used on a fabric. A black metallic oxide stain will result.
12. In using a steam gun keep the jet moving at all times, and keep it about 3 inches from the fabric. Getting the jet too close to the fabric may result in fuzzing.
13. Remove all spotting agents from the fabric. If they are dry, like paint removers, flush them out with a dry solvent. If they are wet, like ammonia or dilute acetic acid, flush them out with water.
14. In drying garments circulation of air is more important than high temperatures.
15. Know when to quit. In cases where it is impossible to remove the stain without danger to the fabric, it is better to leave the spot than ruin the garment.

Stains To Be Prespotted

Stains that are set by the heat encountered in drycleaning and pressing should be recognized readily by markers and spotters. The following stains should always be removed in prespotting:

Blood: A stain red to brown in color, both absorbed and built-up, usually found on the fronts of garments.

Coca-Cola, Root Beer, Beer, etc.: Stains of this type often develop into difficult stains. Working them before exposure to cleaning and heat is advisable.

Coffee: Color will vary from light brown to dark brown depending on the amount of cream in the coffee; entirely absorbed. Stain will tend to spread in wide splotches with irregular edges.

Lipstick, Rouge: Partial removal of the pigment may leave dye remaining unless stains are adequately lubricated before cleaning.

Mud: Exposure to the drying effect of solvent and heat causes clays present to bake into an insoluble state.

Oxidizing Oils (Cod Liver, Mayonnaise, etc.): Once these stains become oxidized through aging or exposure to heat they are impossible to remove.

Paint: See "Lipstick."

Perfume: May be identified by odor and location on front of garments. In pronounced cases may leave a round or circular stain, light in center with the dissolved dyestuffs pushed out to the circumference in a dark, heavy ring.

Pigment Dyes: A common stain on the seat and shoulder of a garment, usually picked up from leather upholstery.

Road Oil, Tar, Asphalt: Black, built-up stain with a rough, uneven surface and irregular edges. If fresh, has a distinctive odor.

Syrup: Sticky when wet; often identifiable by odor.

Tea: Similar to coffee, but more tenacious.

Shirt Laundering

What other cleaners have found out about the shirt laundering and finishing sideline:

1. Shirts are a permanent item of wearing apparel and require almost constant maintenance the year 'round.
2. Shirt tailoring is fairly well stabilized and permits finishing on standard equipment.
3. Cotton sport shirts which would otherwise be wet-cleaned or drycleaned are handled quickly by the shirt department.
4. Shirt customers are inclined to bring other garments, thus stimulating drycleaning sales and tending to level peaks and lows throughout the year.
5. The shirt sideline is profitable in itself. Profits of 20 to 25 percent before taxes are not unusual.

Is your present location suited for shirt laundering?

Chances of success are greater:
- In cities than in rural areas
- Among white collar workers than among the laboring class
- Among the upper and middle-income groups than low-income
- Among native-born families than among foreign-born

How many shirts do you need to reach the break-even point?

For the very smallest complete shirt laundry (three operators) a minimum of approximately 1,000 shirts per week at 20 cents each is thought to be necessary in a high-cost area to reach the break-even point after checking off depreciation.

You can estimate your potential volume by simply asking your current customers if they would welcome such a service. Or, for a quick estimate, figure that each adult male in your market area has about four shirts which will need laundering each week. Not a few cleaners got into the laundering end of the business after first having shirts "farmed out." This provides a highly accurate count.

What equipment is necessary?

Basically, a washer, an extractor and a finishing unit. Racks, bins, tables and damp boxes can either be built or purchased as desired. Optional equipment may include a starch cooker (big enough to hold a half-day supply of starch), button sewer, marking equipment and a "conditioning" tumbler.

Examples: Two typical package shirt laundries on the market, each said to be able to produce 2,000-2,400 finished shirts per week:

Unit A includes 20-lb. (dry-weight capacity) washwheel, 15-inch extractor.

Unit B includes 25-lb. washwheel, 20-inch extractor, 2-girl finishing unit.

In purchasing equipment you should consider:
- How much the unit can produce
- Quality of work produced
- How much room unit will take
- How it will fit into later plant expansion program
- Ease of operation

A complete, three-girl laundry will require about 175 square feet of floor space.

How much will it cost?

Most price lists are given as F.O.B. which means delivery cost must be added. Installation charges generally run an extra 15-20 percent of equipment and machinery costs.

Conservatively speaking, the cleaner who expects to handle 1,500-2,000 shirts per week should expect to invest an estimated $8,000 to $11,000 on his new shirt laundry and finishing equipment.

Open-End Washers

Manufacturers' rated capacities in dry pounds of clothes

Diam. of Wheel	Length or Depth of Wheel												
	13"	14"	15"	16"	18"	20"	22"	24"	25"	26"	28"	32"	42"
20"	..	..	..	..	..	15	..	..	..	..	..	..	..
22"	..	..	..	..	..	..	..	..	25	..	..	..	..
27"	..	..	20	..	..	..	..	..	..	..	..	..	..
28"	18	..	..	25	..	..	..	..	..	..	..	..	..
30"	..	25	30	..	35	..	..	..	..	..	50	55	60
32"	..	..	..	..	..	..	..	50	..	..	..	..	..
34"	..	..	..	..	..	..	..	60	..	..	..	..	..
36"	..	..	..	35	50	..	60	60	..	75	..	..	..
42"	..	..	..	..	..	..	..	100	..	100	..	..	..

The open-end washers seem to be the most popular type used in small shirt laundries, probably because they come in smaller sizes than the side-loading variety.

In making a purchase consider the following:
- Ease of loading and unloading
- Rapidity of filling and dumping
- Amount of labor needed to maintain operation

In deciding upon the capacity required, remember that *one dry shirt weighs about ½ pound.* A washer with a dry-weight capacity of 25 lbs. will hold approximately 50 shirts.

Extractors

Diameter	* R.P.M.	* * Dry Load Pounds
15"	1600–1750	10
17"	1500–1700	12–18
20"	1300–1650	25–30
26"	1200–1600	40–55
28"	1100–1400	60–70
30"	1000–1320	70–80

* Approximate—R.P.M. of similar size extractors of different manufacturers vary.
* * Manufacturer's rated capacity.

Generally speaking, the smaller the diameter of the basket the greater the number of revolutions per minute and the faster the extracting cycle. An efficient extractor should remove roughly 70 percent of the water in a load. You can check this by weighing the load before and after extraction. When the amount of moisture retained in the load reaches 50 percent of the load's dry weight, it is no longer economically feasible to continue the extracting operation.

As minimum equipment some manufacturers recommend the 2-girl unit with either three or four presses. This unit can be operated by one girl until the volume gets up around 800-1,000 shirts per week. Then another girl can be added to bring the unit up to full strength and peak production.

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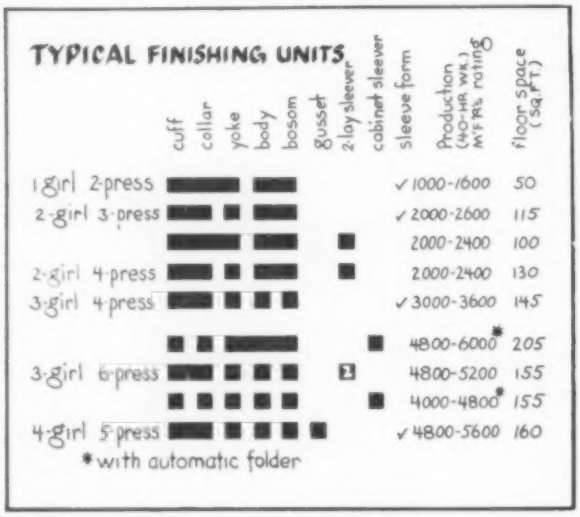
The Washing Formula

The washing formula is nothing more than a set of operations to be followed in washing garments of a certain classification. There are as many formulas as there are classifications. Each operation is a separate bath and each has a specific name. The formula indicates the operating conditions and supplies needed for each bath.

It is impractical to give one washing formula which can be used under all conditions in every plant. Your soap supplier is the person best equipped to recommend the formulas best suited for your operation.



BLOCKS INDICATE presses and their function in each unit. Innumerable combinations can be made by either adding or subtracting operators or equipment. For example: The first 2-girl three-press unit can readily be converted to a four-press unit by adding either a two-lay sleeve press or a one-lay sleeve cabinet

The Break: The "break " or first bath serves to wet out the clothes. It is one of the most important operations in the washing formula. When properly executed, the break loosens and suspends up to 96 percent of the soil present in the load. Only about half of this soil is removed when the bath is dumped, for garments absorb a good portion of the water. The water level used at this stage is sometimes run a little higher than in the suds bath since there is more soil to remove.

Recommended Washing Temperatures

Whites	140°–160° F
Lights and fast colors	140°–150° F
Fugitives, silks, rayons and wool	90°–100° F

Running time on breaks runs from 5 to 10 minutes for side-loading washers, while 2-minute runs are deemed minimum for the open-end type washers.

Suds: The purpose of the suds baths is to dilute and suspend the soil which has already been loosened but which still remains in the load after the break. It also serves to dislodge the more stubborn soils remaining in the fabric. Soap is the ideal agent for this operation.

Running time for this bath should not exceed 10 minutes, for tests have proved that most of the dirt in a load is placed in suspension in less than 5 minutes. The *length* of the sudsing (or for that matter, rinsing) cycle is not as important as the *number*, where washing efficiency is concerned. Two 5-minute suds are more effective than one 10-minute suds.

Bleach is added in the final suds operation to remove stains. Bleach does not clean clothes—it whitens them. It is useless for covering up grayness from redeposition of soil, soap or alkali.

Overbleaching is hard on clothes since it reduces tensile strength of fabrics. Under normal conditions, *it is generally agreed that one quart of 1 percent bleach per 50 pounds of clothes is the correct amount to use.* Bleach should never be used without soap in the wheel. Soap slows down the bleaching action until the bleach has permeated the load.

Rinsing: Rinses are employed to remove soap, alkali and, of course, any remaining soil suspended in the load. Improper rinsing may result in yellowing of the fabric, gray work, soap specks, sticking of the shirts to the press bucks, etc.

Under normal circumstances a 1-to-2-minute rinse is long enough for a rinse bath in a 25-pound washwheel. The number of rinses will depend on the amount of soil in the load. Rinsing is considered sufficient when the total alkalinity is equal to or not more than twice the titration of tap water where there is a high bicarbonate content.

Souring: The souring operation is used to neutralize any alkalinity not removed by rinsing. If the souring operation is omitted, particularly on starched work, the garments may become yellow when ironed.

Sours in common use are either acid salts or weak acids. The sour operation should be run at least 2 minutes and preferably 3 minutes at a level lower than that used for the suds. Cold water is ordinarily used. Do not rinse after the sour bath.

Blueing: The main reason for using blue is to counteract the tendency of cottons to turn yellow from age and the accumulation of impurities. There are three types of blues used in laundering: (a) sour blue, (b) combination blue and (c) non-sour blue.

Sour blue is used in the sour bath or in a following bath that is on the acid side of the pH scale. It may be added to the wheel before souring but for proper color development sour should be included in the same bath. If this method is used thorough rinsing must precede blueing, otherwise ironing will bring out a pinkish hue in the fabric.

Combination blue is designed for use in either a sour or alkaline bath and gives a blue tint.

Least often used in the laundry is the non-sour blue, since modern plants do use sour. This type gives the fabrics a green-blue tint.

In order to obtain even blueing a high level of cold water should be used. The normal running time is about 3 minutes and the amount used depends upon individual preference. The blue solution should be added as the cylinder revolves *toward* the operator to assure even dispersal throughout the load.

Starching: The use of all-cooked starch for sizing shirts in the wheel is recommended because cooked starch gives work a better feel and finish, more uniform results and less is required than if starch is used raw.

Prepare the thin-boiling, noncongealing starch on the basis of 8 oz. per finished gallon—the thick-boiling starch on basis of 5 oz. per finished gallon.

The following table shows amount of starch to use in preparing given quantities of cooked starch on the basis of either 8 oz. or 5 oz. per finished gallon:

To Make	At 8 Oz. Per Gal.	At 5 Oz. Per Gal.
10 gal.—use	5 lb.	3 lb. 2 oz.
15 gal.—use	7½ lb.	4 lb. 11 oz.
20 gal.—use	10 lb.	6 lb. 4 oz.
25 gal.—use	12½ lb.	7 lb. 13 oz.

When preparing starch, always:

1. Weigh starch and measure water accurately. Do not guess.
2. Boil starch fairly hard for at least 20 minutes, counting time from moment boiling actually starts.
3. Check valves on starch cooker to make sure they do not leak and thus cause the starch solution to thin out.
4. Keep starch cooker and all containers clean to prevent souring.
5. Do not "build up" starch. Make fresh starch each time. Adding old starch to new is false economy.

For Cottons	Use a Solution of
Starching	1 part boiled starch
Light	to 7 parts water
Medium	to 5 parts water
Heavy	to 3 parts water

Lack of a starch cooker in some plants makes the use of raw starch an attractive method. The required amount of raw starch should be suspended in a bucket of water and this mixture distributed evenly over the inside cylinder while the wheel is in motion. The load is run for 10 minutes.

The procedure for starching shirts in the washwheel is as follows:

1. Use a low water level.
2. Use one gallon full-strength starch to each 25 to 35 shirts—on an average 3 gallons (one 12-qt. pail) to each 100 shirts.
3. Add required amount of starch to the wheel during last rinse or blueing process, while wheel is in motion and turning toward you. Run load for a full 10 minutes.

   or

   Size in the wheel in which shirts have been washed but after washing process has been completed. Water is drained from wheel, the wheel is stopped and opened and the required amount of starch is poured directly over the shirts.
4. Increase or decrease the amount of starch used, if necessary, to meet local conditions or special requirements as to weight and body of shirt work.
5. When shirts are washed in nets figure each net as two shirts and make proper allowance for amount of starch to be used.
6. After starching, extract shirts until just a trace of water comes from the extractor. Time required will depend on speed of extractor and weight of load. Iron directly on press machine.
7. Colored shirts require 10 to 15 percent less starch than white shirts, so if washed separately, use proportionately less starch than recommended above. It is recommended, therefore, that white and colored shirts be sized separately whenever possible.

Problem	Probable Cause
"Pinholes" in fabrics	Introduction of live steam into water in washwheel during the bleaching operation. Bleaching should be carried out at temperatures between 140° and 160° F. Increasing temperatures beyond this range increases tensile-strength loss.
Dirty buttons	Sudden changes in temperature of rinse baths. The first rinse should be the same as or slightly higher than that of the last suds. If lower temperatures are used, there may be deposition of dirt on buttons, which cool more rapidly than the rest of the load. Temperature of succeeding rinses may be reduced but sudden changes should be avoided.
Uneven blueing	May result from overloading nets and/or washer; uneven souring; insufficient running time; using too great a concentration of blue and/or adding it to the load incorrectly.
Setting of blood stains	Too high a temperature on the break. When dealing with blood-stained garments keep the break temperature below 100° F.
Soap specks and "tattletale gray"	Redeposition of soil on the load resulting from use of hard water; washing excessively soiled clothes which cause soap to break down; or insufficient rinsing.
"Falling" suds	Excessive soil; improperly built soap; laundering in hard water, etc. Falling indicates improper cleaning. A good suds will "stand" on water surface for at least 5 minutes.
Starch turns brown	The color change occurs during the finishing operation and is often caused by excessive alkalinity of the water used in cooking starch. The higher the alkalinity of the solution, the greater the density of the starch and the more apt it is to congeal. On being heated, congealed starch will turn yellow or brown. A small amount of a safe sour may be added to each batch to remedy this condition.
Sticking starch	When starch accumulations form on press heads and cover cloths, improper cooking is nearly always the fault. Be sure to boil starch for at least 20 minutes. Always begin the process using warm, not hot, water. Sticking of starchwork may also be caused by insufficient rinsing and/or excessive souring.
Starch blisters	When starch is overcooked it becomes thin and weak; if used in this condition it tends to blister and buckle. Follow the manufacturer's cooking directions carefully. Blisters are also apt to appear on collars if the collar press operator fails to allow sufficient time for drying or if the bosom press operator accidentally sprays the finished part of the shirt while spraying the bosom.

Test for Water Hardness

To perform, standard soap test solution can be obtained from water-softening supply house.

Add 3 drops of solution to 40 cc. of the water to be tested. Shake well. If water is soft, lasting suds will be formed. (About 5 minutes is considered "lasting.") If not, add another 5 drops of soap solution; shake again. If lasting suds now form, approximately 1-grain hardness is indicated. An additional grain of hardness is indicated by every additional 5 drops needed to form lasting suds. When 38 drops are needed to form lasting suds, hardness of approximately 7 grains is indicated.

Note: If both magnesium and calcium hardness are present in water, calcium is precipitated first and suds may be formed; however, the magnesium will then begin to act on the soap, breaking the suds down again.

Burning Tests for Natural Fibers

Cotton: Burns quickly, yellow flame, smolders
Ash—gray, fluffy, floats off
Odor—burning wood or paper

Linen: Burns rapidly but less rapidly than cotton, smolders longer
Ash—gray, very light and fluffy
Odor—burning wood or paper

Silk: Small flame, sizzles, burns more rapidly than wool, does not smolder
Ash—shiny black beads, readily pulverized
Odor—burning feathers

Silk, weighted: Burns slowly in flame, not after flame is removed
Ash—skeleton of weighting glows
Odor—burning feathers

Wool: Burns slowly, sputters
Ash—black, gritty, pulverizes easily
Odor—burning hair

SYNTHETIC FIBERS

CHARACTERISTICS

		COMPOSITION	MANUFACTURERS	END PRODUCTS	BURNING TESTS	SOLVENT TESTS
Acrylic fibers	ACRILAN	Coal, limestone, petroleum, natural gas, water and air	The Chemstrand Corp.	Suits, dresses, socks, playsuits, sport shirts, infants' wear, blankets and furlike linings for coats	Melts and burns with smoky yellow flame, leaving hard black bead	Not affected
Acrylic fibers	DYNEL	Natural gas, air, salt, water and limestone	Union Carbide & Carbon Corp.	Suits, dresses, socks, underwear, blankets and pile fabrics. Drapes and industrial garments where resistance to acids is important	Will not support combustion; but shrinks, hardens and becomes black and brittle	Dissolves in 100% acetone, but not as rapidly as acetate. Gets tacky in seconds
Acrylic fibers	ORLON	Coal, limestone, petroleum, natural gas, water and air	Du Pont Co.	Overcoats, suits, dresses, sweaters, shirts, blouses, socks, curtains and drapes	Melts and burns, leaving hard black bead	Not affected
Polyester	DACRON	Petroleum, natural gas, air and water	Du Pont Co.	Suits, dresses, ties, shirts, sweaters, socks and upholstery	Melts and burns, leaving light-color bead	Not affected
Polyamide	NYLON	Coal, air, water, petroleum, corncobs, cottonseed hulls and natural gas	Du Pont Co. The Chemstrand Corp. Allied Chemical & Dye Corp. American Enka Corp.	Hosiery, lingerie, sport clothes, socks, dresses, suits, curtains, sweaters, drapes, upholstery	Melts and burns, leaving light-color ash	Dissolves in concentrated formic acid and xylenol
Vinyl	SARAN VELON VINYON HH	Petroleum and salt	The Saran Yarns Co. Dow Chemical Co. Firestone Tire and Rubber Co. American Viscose Corp.	Carpets, draperies, curtains and upholstery fabrics	Melts, does not burn, leaves dark bead	
Mineral	FIBER GLASS	Sand, lime, borax and clay	Owens-Corning Fiberglas Corp. Pittsburgh Plate Glass Libbey-Owens-Ford Glass Glass Fibers, Inc.	Curtains, draperies, shower curtains and casement cloths	Forms molten bead which can be pulled from fabric. Bead in flame becomes red hot	Rust remover will dissolve it
Protein	VICARA	Corn	Virginia Carolina Chemical Corp.	Overcoats, suits, dresses, sport shirts, sweaters, scarves, socks, underclothes and blankets	Glistening black brittle ash like wool. Smells like wool, too	

Recommended Finishing Ranges

Fiber		Temperature
Glass		550–600° F
Linen		450–500° F
Cotton Arnel		400–420° F
Wool		350–370° F
Silk Vicara	Silk setting	320–340° F
Acetate Acrilan Dacron Nylon Orlon Rayon	Rayon setting	280–300° F

Fiber		Temperature
Dynel Vinyon	(Finish on gridhead press)	Under 250° F
Permalon Saran Velon	CANNOT be finished	

Steam-Line Sizes

Number of Presses	Size Steam Line
1-2	½ inch
3-4	¾ inch
5-6	1 inch
6-10	1¼ inches
10-14	1½ inches
14-25	2 inches

Sources—National Institute of Drycleaning
Textile World

SYNTHETIC FIBERS

METHODS OF HANDLING

MAY BE TREATED AS	SATISFACTORY IRONING TEMP.	DRYCLEANING	WETCLEANING	SPOTTING	FINISHING	
Orlon, Dacron	260° F	Withstands usual drycleaning processes	Withstands usual wetcleaning processes	Not damaged by common spotting solvents	Use hothead press on "acetate" setting to avoid yellowing or shine. Set creases carefully as they are semipermanent	
	Up to 250° F considered safe Softens at 275° F	Withstands usual drycleaning processes. Do not tumble. Attracts grease in load	Withstands usual wetcleaning processes	Dissolves in acetone but this is rarely used in spotting	Avoid stiffening and fusing by pressing on gridhead press, finishing on covered puff irons. Extremely sensitive to heat	Dynel fleece: Do not steam and brush at same time; flattens nap
Acrilan, Dacron	300° F–320° F	Withstands usual drycleaning processes. Do not tumble fleece	Withstands usual wetcleaning processes	Not damaged by common spotting solvents. Behaves like cellulose acetate rayon	Use low rayon setting; avoid prolonged heating. Permanent pleats should be touched up	
Acrilan, Orlon	Acetate setting Melts at 480° F	Withstands usual drycleaning processes	Withstands usual wetcleaning processes. Does not remove pleats	Not damaged by common spotting solvents	Press adjusted for acetates very satisfactory. Crease put in with hothead press only removed by gridhead press	
Acetate	275° F Melts at about 480° F	Withstands usual drycleaning processes	Withstands usual wetcleaning processes	Not damaged by common spotting solvents	Finish on "acetate" setting using reduced steam pressure, or mechanical pressure	
	Will not stand 212° F Softening point 240° F–280° F Melts at 170°	Not recommended: Will not stand mechanical action of washer, extractor or tumbler. Caution: material tends to form permanent creases when folded		Can be cleaned with damp cloth or spotted with steam gun	Steaming on press will cause it to shrink excessively. Can't be stretched. Most items will not require finishing	
	Strength begins to decrease at 600° F	Do not dryclean. Does not withstand usual drycleaning processes	Use only minimum mechanical action. Do not wring, extract or tumble	Printed fiber glass may bleed in cleaning solvent	No finishing is required. May be cabinet-dried	
Wool	350° F Softens at 450° F	Withstands usual drycleaning processes	Withstands usual wetcleaning processes	Reacts somewhat like wool. Wet solvents work better than dry solvents	No unusual problems. Fabrics with which it is blended will determine finishing temperature	

Fur Conditioning

Precleaning

All coats accepted for fur cleaning should be closely inspected for rips, tears, and fragile or worn pelts. Any torn or worn seams should be repaired at this point of the operation. Take out any loose linings to prevent the cleaning compound from working under them. Moth damage, shedding or cracked hairs, and fugitive dyes (such as are sometimes found on blue and platinum fox) must be reckoned with during this first operation.

After inspection, each coat should be beaten and shaken to remove loose dust and hair, moths and larvae, as well as to fluff up the matted hair. This operation economizes on the cleaning compound because there is less loose dirt left in the coat for it to absorb, and also cuts down drumming time. Beating may be quickly accomplished in a vibrating chamber.

Sponge the lining of the garment with a cleaning solvent. This solvent must have properties that remove dirt, grease and most ordinary spots. Pour one pint into a shallow pan, then apply to the lining and rub vigorously with a sponge or brush. Where you have a concentration of dirt, wet down generously with solvent and then use a brush to work this dirt loose. About 3 or 4 percent of all linings are badly soiled and will have to be removed and drycleaned.

Drumming and Caging

Put 1 to 5 pounds of absorbent into the drum for each coat to be cleaned. Also add 1 pint of cleaning solvent and ½ pint of water-base cleaning fluid for each coat. Absorbent materials and cleaning fluids should be completely mixed before coats are put in drum. Place coats in drum and revolve for approximately one-half hour. This time may vary, depending on the coat's fragility.

After drumming, garments are placed in the cage and tumbled an average of 45 minutes. Next, the garments are placed in the suction chamber of the vibrating table to remove any excess absorbent material. Each garment is then placed on a work table and both the lining and fur are blown with compressed air. If cleaning material has worked under the lining, open the seams and blow it out, but to avoid excess labor keep seam ripping to a minimum. Use a mechanical beater in conjunction with compressed air to remove lint from curly fur such as Persian lamb.

Glazing

Fur glazing is to fur cleaning what pressing is to drycleaning. A fur garment may be cleaned thoroughly, yet will not look well until it has been glazed. Glazing may be accomplished either through the use of solutions or through mechanical means. Solutions used include potassium permanganate, Chinese elm bark soakings, alcohol, plain water, etc.

In recent years steam irons, steam guns and rotary irons have become popular for this purpose, and usually do an excellent job with minimum labor. The method used, of course, must be suited to the particular fur being glazed. The steam-iron method is limited to certain types, such as muskrat, mink and coney. Beaver or mouton types and curly furs should not be steamed. The rotary iron is a grooved, revolving, heated iron which, when properly applied to fur, will straighten out the hair and produce a high sheen and silkiness.

Fur Cleaning Classification

Fur	Drumming Time	Caging Time
WATER RODENTS		
Beaver	1 hour	1 hour
Nutria	1 hour	1 hour
Muskrat	30 to 40 minutes	15 to 20 minutes
LAND RODENTS		
Rabbit	30 to 45 minutes	30 to 45 minutes
Marmot		
THE CAT FAMILY		
Leopard	30 to 40 minutes	25 to 30 minutes
Ocelot		
Leopard Cat		
Lynx		
Civet Cat		
THE DOG FAMILY		
Fox	45 to 60 minutes (bagged)	These furs usually used for scarfs. To prevent breakage of buckles and eyes, do not cage
Wolf		
Coyote		
Chinese Dog		
THE BEAR FAMILY		
Raccoon	1 hour	1 hour
Bear		
POUCHED ANIMALS		
American Opossum	45 minutes	45 minutes
Australian Opossum		
THE WEASEL FAMILY		
Mink	30 to 40 minutes	30 to 40 minutes
Kolinsky	30 to 40 minutes	30 to 40 minutes
Fitch	30 to 40 minutes	30 to 40 minutes
Fisher	30 to 40 minutes	30 to 40 minutes
Weasel	30 to 40 minutes	30 to 40 minutes
Otter	45 minutes	30 minutes
Skunk	45 minutes	30 minutes
CURLY FURS		
Lamb	20 to 30 minutes	5 to 10 minutes
Persian Lamb		
HOOFED ANIMALS		
Pony	35 to 45 minutes	35 to 45 minutes
Kidskin	20 to 30 minutes	10 minutes
FUR SEAL		
Black	35 to 45 minutes	35 to 45 minutes
Brown		
DELICATE FURS		
Chinchilla	Hand-clean	Shake out by hand or with a suction work table
Mole		
Squirrel		
Barunduki		

Source—Walter Haertel Co.

Effects of Excess Humidity

When there is a relative humidity of 65 percent or more in a storage vault, every article in the vault is in danger of

being ruined by mildew. Mildew will grow in furs, rugs, and all cloth garments. Humidity of 52-53 percent is plenty for most situations.

It is not generally known that excessive humidity, even if it is not sufficient to cause mildew to grow, can spoil the fit of a fur coat. When humidity reaches a certain maximum, skins become soft and pliable and subject to stretching at the shoulders.

Glazing Chart

Fur	Rotary Iron	Steam Iron
Beaver	•	...
Civet Cat	•	•
Ermine	...	•
Fitch	•	•
Fox	...	•
Guanaco	•	...
Lamb, Persian, and others	...	...
Leopard	•	...
Mink	•	•
Mink, Jap	•	•
Mink, Side	•	•
Mouton Lamb	•	...
Muskrat	•	•
Nutria	•	...
Ocelot	•	...
Opossum, American	•	•
Opossum, Australian	•	...
Otter, Plucked	•	...
Persian Paw Lamb	...	...
Rabbit	•	•
Raccoon	•	•
Raccoon, Sheared	•	...
Seal, Fur	•	...
Seal, Hair	•	...
Skunk	•	•
Squirrel	•	•
Wolf	•	•
Wolverine	•	•

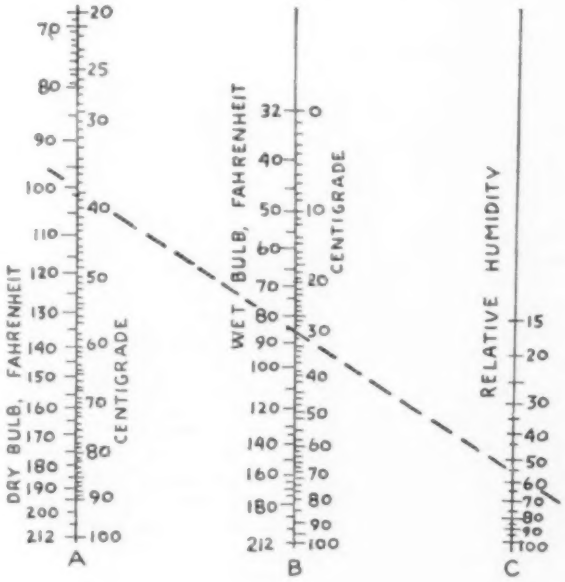
Source—Walter Haertel Co.

Capacities of Fumigation Cabinets

Inside Area (cubic feet)	Capacity (number fur coats)
141	40
219	70
297	100
375	130
453	160
531	190
639	220
717	250

Gauging Relative Humidity

The accompanying chart makes it possible to gauge relative humidity quickly. Run a straight line through the dry bulb temperature, column A, and the wet bulb temperature, column B. The relative humidity is given at the intersection



with column C. Thus, if the dry bulb temperature is 100° F and the wet bulb temperature 85° F, the dotted line drawn across the chart shows that the relative humidity, column C, is 54 percent.

The chart is based on a formula developed by the U. S. Bureau of Standards.

Fur Storage Definitions

HUMIDITY CONTROL is increasingly recognized as one of the most important factors in the successful operation of the fur and woolen garment storage business. Besides moth damage, mold as a damaging element is becoming more important with the growth of the apartment-dwelling population. It calls for accurate and careful humidity control.

If fur garments are kept in an absolutely bone-dry atmosphere they lose some of their natural oils and pliability. They then become vulnerable to breakage and to loss of hair from the pelts. If too much humidity is present, mold damage may completely ruin a garment.

Hence, the subjects of relative humidity, humidity measurements, humidity control, hygroscopic moisture, refrigeration and other phases of scientific storage engineering are important. It is believed that this set of definitions will make a useful contribution to the vocabulary of the industry.

Dew Point: The temperature at which moisture in air will condense if cooled at constant barometric pressure. Air has a capacity to hold moisture which increases with the air temperature and decreases as the air temperature is lowered. If air is cooled to the point where relative humidity reaches 100 percent, the moisture will be given up in the form of condensation. At that temperature, the air has reached dew point.

Example: Air at 70° dry bulb and 65° wet bulb (see below) has a dew point of 62.5° F. If the air is passed over a cooling coil which has its surface maintained at a temperature of below 62.5°, the moisture in the air will be given up as a condensation on the coil (the process of dehumidification or latent cooling).

Relative Humidity: The percentage of the maximum amount of water vapor or moisture which can be absorbed by air at a given temperature. It is determined by a wet bulb depression or can be measured by a direct reading hygrometer. A hygrometer usually employs hair or other material which is sensitive to humidity changes.

Wet Bulb Temperature: Air temperature measured by a thermometer equipped with a wick (on the bulb) which is

saturated with water. When air is passed over the bulb, the thermometer will drop below the dry bulb temperature of the air because of the evaporative cooling effect. The wet bulb reading is taken when the wet bulb thermometer reaches its lowest point. The number of degrees it falls below *dry* bulb temperature is called "*wet bulb depression,*" which is a measure of relative humidity.

Wet bulb temperature provides a means of determining the latent cooling load or latent cooling effect when used in conjunction with a psychrometric chart. The instrument ordinarily used to take wet bulb reading is a psychrometer.

Example: Air at 70° dry bulb and 60° wet bulb has 56 percent relative humidity and contains 26.5 B.t.u. per pound. At 70° dry bulb and 65° wet bulb, the relative humidity is 77 percent, and total heat contained is 30 B.t.u. per pound.

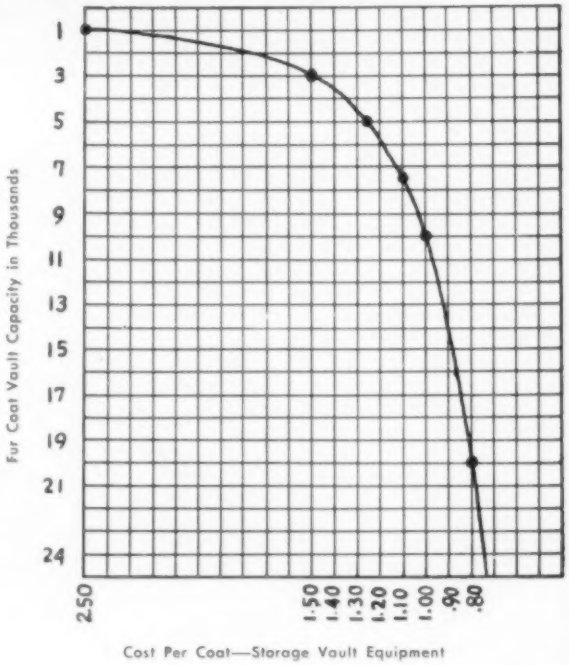
Refrigeration: May be defined as the process of cooling or removing heat. It is the process by which the temperature of a given space or substance is lowered below that of the atmosphere or surrounding materials. This is accomplished by transferring the heat contained in one substance to another.

Temperature: Heat can be measured and the degree of intensity of heat is termed temperature. The unit of temperature most used in the refrigerating industry is the degree Fahrenheit. The degree Fahrenheit is 1/180 of the difference between the temperature of melting ice and that of water boiling under standard atmospheric pressure.

Hygroscopy: Hygroscopic materials are those that readily absorb and retain moisture. They are generally of vegetable or animal origin. Furs are hygroscopic.

The temperature and relative humidity of air affect the hygroscopic moisture content of these materials and in turn their weight, strength, appearance, quality and ease of working. The control of hygroscopic moisture may be required during storage to permit easy processing and to fix the weight at the time.

Approximate Cost of Vault Equipment



Source—Reliable Fur Storage Equipment Co., Division of Reliable Machine Works, Inc.

Moisture Content: The sum of free moisture resulting from hygroscopic moisture absorbed from the atmosphere. It is usually expressed as the percentage of the total weight of garments.

MANAGEMENT NOTES

Effects of Price Changes

THE WHOLE SUBJECT of price is highly controversial, but there can be no argument with the axiom, "Look before you cut."

Neither of the two price charts given here reflects the situation in any specific cleaning plant. The tables have been prepared merely to show the effects of changed prices under certain assumed conditions. In this respect the information is applicable from a theoretical viewpoint to any plant in the country.

Price Chart 1

Most cleaning plants are laid out to produce a certain number of pieces or pounds per week regardless of price charged. The first table reflects the results of reduced prices in a plant equipped to handle 1,000 pieces per week at prices averaging $1 per piece.

This "base situation" is recorded in the first line. Column A sets up the various assumed piece prices. Column B reads 1,000 pieces all the way through since the plant is operating at full capacity irrespective of retail charges. Column C reveals the plant's reduced income in dollars while Column D shows identical reductions in percentages. Columns E, F and G point out how reduced prices swell productive labor costs with three different percentages taken as the base.

It is assumed that both quality and wage rates remain stationary. Under these circumstances, if an operator has a productive labor cost of 30 percent at $1 prices, he pays out 30 cents to produce each piece. Furthermore, he continues to pay 30 cents per piece no matter what he charges the customer. While the actual lump sum in dollars paid out each week is the same in every case, the labor cost mounts percentage-wise in relation to the decreasing cash coming in.

Price Chart 2

Approaching reduced prices from a different viewpoint, the second table shows the possible effects of attempting a uniform dollar volume at lowered prices per piece.

Line one, again, is the base—a plant handling 1,000 pieces per week at an average retail charge of $1 per piece. Column A establishes the assumed prices. Column B is the same in every case since the table is set up on the assumption that an attempt is being made to maintain weekly income at $1,000. Column C reports the increasing number of pieces needed to retain the same volume in sales.

Column D interprets increased pieces required in terms

Price Chart 1

A	B	C	D	E	F	G
				If productive payroll is now		
Price per piece	Pieces per week	Sales per week	% Decrease in weekly sales below $1 prices	25%	30%	35%
				At reduced prices productive payroll will become		
$1.00	1,000	$1,000	....	25.0%	30.0%	35.0%
.90	1,000	900	10%	27.7%	33.3%	38.8%
.80	1,000	800	20%	31.2%	37.5%	43.5%
.70	1,000	700	30%	35.7%	42.5%	50.0%
.60	1,000	600	40%	40.6%	50.0%	58.3%
.50	1,000	500	50%	50.0%	60.0%	70.0%

Price Chart 2

A	B	C	D	E	F	G	H	I
					If productive payroll is now			
Price per piece	Weekly sales in dollars	Pieces per week	Percentage of increase in pieces above 1,000	Man-hours required	25%	30%	35%	Percentage of costs to be allotted to supplies
					At reduced prices productive payroll will become			
$1.00	$1,000	1,000	.....	300.0	25.0%	30.0%	35.0%	7.0%
.90	1,000	1,112	11.2%	333.6	27.8%	33.3%	38.9%	7.7%
.80	1,000	1,250	25.0%	375.0	31.2%	37.5%	43.7%	8.7%
.70	1,000	1,429	42.9%	428.7	40.7%	42.8%	50.0%	10.0%
.60	1,000	1,667	66.7%	500.0	41.6%	50.0%	58.3%	11.6%
.50	1,000	2,000	100.0%	600.0	50.0%	60.0%	70.0%	14.0%

of percentages. Note that while a drop from $1 per piece to 80 cents per piece is a cut of only 20 percent in price, the added number of pieces needed is rated at 25 percent. This is explained by the fact that, while additional pieces are being brought in to maintain $1,000 weekly sales at reduced prices, all of this new business produces 20 cents per piece less than do pieces selling at $1. Consequently, the percentage necessary in increased orders will always be greater than the actual percentage of the price cut. Finally, as shown in the last line, a 50 percent reduction in price demands a 100 percent rise in the number of pieces.

Column E records the number of man-hours required to produce certain dollar volumes at various piece prices. Columns F, G and H show the effect on the productive payroll.

Column I reports the percentages of costs which must be allotted for supplies to process the heightened piece volume while dollar volume remains fixed. Here, again, it is supposed that quality of the work and wage rates do not fall off with the declining prices.

It is further assumed that the plant produces 1,000 pieces per week at maximum efficiency. Consequently, the increased pieces required can be processed only by hiring new help. In this case, the actual amount paid out to labor climbs while the number of dollars received from the customers remains fixed.

Volume-Profit Relationship

WHAT COUNTS at the end of the year are the actual dollars in your pocket, regardless of what percentage of sales or invested capital they represent. That's what a man has to live on and have fun on. Percentages tell him how efficient his operations are, which only makes him mad.

The table given here shows how profit percentages must change on a fluctuating volume to enable a plantowner to maintain a steady dollar income. If his volume is dropping it indicates the point at which he must hold his costs. With increasing volume it tells how much his costs may be permitted to increase and still provide him with the same number of dollars at the end of the year.

Percentage increase or decrease in volume	Profit percentage necessary to hold dollar income	
	A	B
150	9.5	4.9
140	10.3	5.2
130	11.1	6.1
120	12.2	6.9
100 starting point	15.0	7.5
90	17.0	8.2
80	19.5	9.5
70	23.0	11.0
60	27.7	13.2
50	35.3	16.3

In this chart two percentages (15 percent and 7½ percent) were selected merely as examples of the effects of volume changes on the profit. If the dollar profit equals 15 percent of the current volume, then Column A shows the decrease in percentage to total volume that this dollar volume represents as the dollar volume increases. Likewise, it shows the increase in percentage of sales represented by this dollar profit when total sales decrease. If the current profit equals 7½ percent of sales, a similar relationship is indicated in Column B.

For those who wish to toy with such figures, here is the formula for estimating percentages of sales necessary to maintain dollar profits:

1. Set down percent of sales at start as decimal	0.15
2. Add number 1 (1 plus .15)	1.15
3. Multiply by percentage change in volume (10% = .10)	0.115
4. Subtract from number 1 (1 − .115) if volume decreased	0.885
5. Divide into starting percentage (.15 ÷ .885)	0.17
or 17 percent profit to be maintained	
4. If volume increased, add .115 to number 1	1.115
5. Divide into starting percentage (.15 ÷ 1.115)	0.122
or 12.2 percent to be maintained	

Break-Even Charts

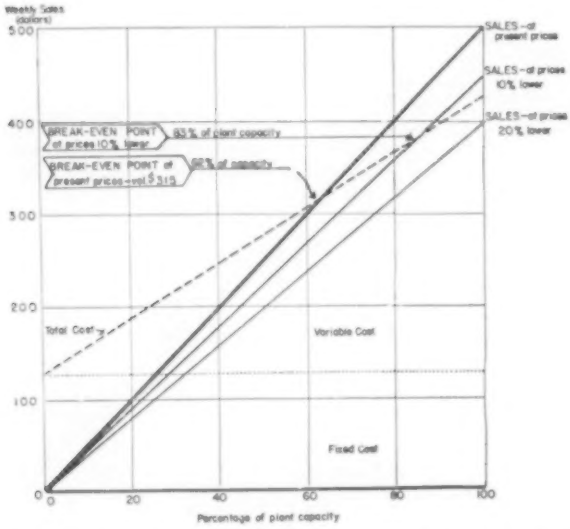
A CUT IN PRICES can be a risky proposition. A break-even chart shows how much additional volume a price reduction must bring in to keep a plant in the black. The sample chart shows that a 10 percent price cut for this small cleaner would require a volume equal to 83 percent of his plant capacity to break even, whereas only 62 percent of capacity was required at the former price level.

To make your own chart you must know:

1. Physical capacity of your plant.
2. Potential sales income at capacity operation.
3. Amount of fixed costs (costs which do not fluctuate with volume, such as rent, insurance, depreciation, taxes, executive, supervisors' and office salaries, etc.).
4. Ratio of variable costs (costs which vary according to volume being processed) to sales income, expressed as a percentage.

Then a chart is ruled off, as shown, with dollar sales on the vertical axis, percentage of plant capacity on the horizontal. At 100 percent capacity the small plant for which the break-even chart is illustrated can handle $500 weekly. The heavy diagonal sales line drawn from corner to corner makes it possible to translate sales into capacity (or the reverse) at any point on the line.

Fixed costs amount to $125, so a dotted line indicating



CUT PRICE CUTS PROFITS according to break-even chart showing effect on profits of 10-percent cut across the board as compared to 20-percent cut. The 20-percent cut pushes the break-even point above plant capacity! Remember "plant capacity" means pounds or pieces plant can handle. If another cost line were drawn from 100 at left and parallel to broken line, it would represent 20 percent reduction in cost, which would be a fantastic achievement. Yet it would intersect the sales line (at 20-percent price reduction) exactly at the edge representing plant capacity, indicating that the plant still would only break even

fixed costs was drawn straight across the graph from the $125 point on the dollar sales axis. Variable costs amount to 60 percent of sales volume, so at 100 percent capacity they would total $300. Our total cost at full capacity is $300 plus $125. The dash line on the chart represents this cost.

The intersection of the total sales line and the dash line is the break-even point, which works out to be $315 or 62 percent of capacity.

If the operator were to cut prices 10 percent across the board, the break-even point would move up to $373.50, or 83 percent of capacity. A 20 percent cut in prices would clearly make it impossible for the plant to break even without increasing capacity or drastically lowering fixed costs.

A good break-even chart will also indicate profits. Profit on the chart is the distance between the total cost and sales lines above the break-even point. If we assume that the plant represented by this chart is doing $400 a week at present prices, its profit (difference between cost and sales) would be about $33. If it operated at full capacity with a 10 percent price cut, weekly profit would amount to less than $20.

Sample Production Standards

PRODUCTION ESTIMATES are essential in deciding how much equipment to purchase and how many people to employ, and in setting up an efficient layout.

The accompanying chart is an average of figures taken from a number of plants. As such the figures should be considered *only as tentative production standards.*

Plant standards vary in terms of quality, type of equipment, layout, level of skilled help, management efficiency and other phases of production. For that reason it is difficult to set a standard of production applicable to all plants. However, management should not hesitate to use the chart as a guide to intelligent production planning.

A good example of the effect equipment has on production can be seen in the drycleaning room estimate. This runs from 60 to 263 pounds. The wide spread, in this case, is due to different capacities of drycleaning rooms.

Another example of wide spreads is in the listing, "jackets, wool, ladies', touch-up." The spread, 30 to 90 pieces, reflects the varying quality standards of different plants. On the one side the touch-up would be taking longer than the steaming, whereas by giving the slightest touch-up possible, one girl can handle volume for two steamers with ease.

OPERATION	ESTIMATED PRODUCTION
Marking	145–150
Marking and invoicing	50–60
Classification	167
Inspection	250
Assembly	120
Bagging and shipping	100
Inspection, assembly, bagging and shipping	28
Drycleaning	60–263
Wetcleaning	15–25
Silk spotting	17–27
Wool spotting	80–110
Free sewing	10–47
Measuring garments	20–34
Stretching dresses	20–25
Stretching trousers	30
Silk pressing, plain dresses	10
Wool pressing, dresses	15
Wool pressing, suits	8
Dresses, silk, plain; steamer, puff irons, press	22
Dresses, silk, to 8 pleats; sleever, puff irons, press	11–13
Dresses, silk, as they come; hand	6
Dresses, as they come	12
Dresses, silk, under 9 pleats; machine	7–12
Dresses, silk, over 8 pleats; machine	4
Dresses, silk; puff iron, press, hand iron	28–32
Dresses, silk, plain, wetcleaned; hand	6
Dresses, silk, fancy, wetcleaned; hand	4
Dresses, silk, sunburst	4
Dresses, silk, children's plain or fancy	9–11
Evening and dinner gowns, plain, silk	2–7
Evening gowns and wedding dresses, fancy, silk	1–4
Dresses, wool, plain or pleated; machine	21
Dresses, wool, plain or pleated; steamer, utility	21

OPERATION	ESTIMATED PRODUCTION
Dresses, wool, under 9 pleats; hand	11–17
Dresses, wool, over 8 pleats; hand	7
Skirts, silk, to 8 pleats; machine	17–33
Skirts, silk, over 8 pleats; machine	11–13
Skirts, silk, plain; machine	33–40
Skirts, silk, to 18 pleats	20
Skirts, silk, 18 pleats or sunburst	3–6
Skirts, wool, to 8 pleats	20
Skirts, wool, over 8 pleats	10–12
Blouses, silk, plain	13–25
Blouses, silk, fancy	5–17
Blouses, silk, plain; hand	6–10
Blouses, silk, fancy; hand	4–7
Jackets, silk, plain	25–26
Jackets, silk, fancy	14
Jackets, boleros, silk	15–20
Jackets, silk; hand	8–17
Jackets, wool ladies'	19–30
Jackets, wool, ladies'; steamer	41–45
Jackets, wool, ladies'; touch-up	30–90
Jackets, canvas	6
Trousers, wool; machine	21
Trousers, wool; topper	30–50
Trousers, wool; legger	36–50
Trousers, wool, drycleaned	17–40
Trousers, wool, wetcleaned	11
Trousers, wool, wetcleaned, top	20–33
Trousers, wool, wetcleaned, leg	33
Slacks, silk, top	20
Slacks, silk, leg	20
Slacks, wool, ladies', top	40
Slacks, wool, ladies', leg	28
Suit coats; steamer, touch-up	17
Suit coats; machine	13–35
Vests	35–100
Top and overcoats; machine	13–36
Top and overcoats; steamer	30–67
Top and overcoats; touch-up	40–67
Raincoats and reversibles	5–20
Shirts, silk	9–17
Shirts, men's sports	12–22
Shirts, silk, ladies'	20
Shirts, long-sleeve; hand	4
Shirts, short-sleeve; hand	6
Shirts, plain	13–20
Shirts, wetcleaned	10
Sweaters	25–46
Scarfs, as they come	33–50
Ties, as they come	56–60
Belts, silk	75–90
Belts, wool	90–100
Robes, quilted	5–6
Robes, plain, and housecoats	11–13
Slips	15–20
Bathrobes, wool	12–20
Hats, caps	50
Sleeves; steamed	40
Mixed wools	20
Snowsuit jackets	20
Snowsuit legging	30
Snowsuits, one-piece	12
Children's knickers, leggings	25–33
Breeches	33
Suit-coat linings; machine	56–100
Suit-coat linings; hand	31–35
Trousers, pockets and seams, wetcleaned	36–50
Vest linings	52–100
Coats, half-lined, wetcleaned	25
Coats, full-lined	18
Jacket linings, ladies'	21
Coat linings, children's, as they come	27
Topcoat linings, men's; hand	27
Coat linings, women's; hand	14–25
Suit-coat linings, women's; hand	30
Coat linings, women's; machine	26
Coat linings; steamer and sleever	25–26
Jacket sleeve linings, women's	75
Linings, loose	46
Linings; machine	50
Open seams and press pockets	29–32

OPERATION	ESTIMATED PRODUCTION
Uniform, dress, top; hand	9
Uniform, dress, bottom; machine	35
Ski jackets, gabardine, lined	10
Choir gowns	10
Tiebacks	100
Valances	9
Drapes, per panel	16–25
Drapes, unlined	15
Davenport covers	5–7
Chair covers	6–9
Cushion covers	33–45
Bedspreads	10
Curtains, per panel	22–23
Curtains, ruffled	9–10
Tablecloths, lace	10–33
Comforters, blankets	10–33
Scatter rugs, scarfs	33

Wage Incentives

Purposes of Wage Incentives

A. To enable workers to earn larger total or "take home" pay.

B. To obtain for management sufficiently increased production to maintain or lower *unit costs.*

C. To correct wage injustices by keeping wage payments in direct proportion to output—on the principle that "no wages are too high if earned."

Main Obstacles to Installation and Smooth Operation

A. Lack of standardization of articles to be processed.

B. Dissimilarity of methods among different plants.

C. Variety in type and kind of equipment.

D. Difficulties of explaining and making clear to employees purposes and rewards of plan.

Essential Preliminaries

A. Improvement in plant equipment and methods.

B. Efficient layout and workflow.

C. Measurement, by time studies or otherwise, of normal output of all types of work after putting equipment and process on improved and standardized basis.

D. Job Analysis—the analysis and listing of all tasks included in any specific job.

E. Job Evaluation—establishing relative values of different jobs in drycleaning plant.

F. Selection of personnel.

G. Aptitude testing.

H. Training.

I. Setting up of organization chart, clearly defining lines of authority and responsibility.

J. Preparation, in written form, of standard practices and methods.

Further Details of Preliminaries

A. Improvement of methods based on type and grade of service.

Examples: Base price 49 cents—high production standards in finishing and packing.

Modified inspection.

Base price $1.50—lower production standards.

Rigid inspection to maintain high quality workmanship, finishing, packaging. Greater emphasis on employee selection, individual skills.

Both quality and quantity standards should be clearly defined, put in writing before installation of wage incentive plan.

Continued on page 122

Cost Percentages for the Year 1954

Analysis of Percentage Costs According to Sales Volume

Annual Sales	Under $25,000	$25,001 to $40,000	$40,001 to $60,000	$60,001 to $80,000	$ 80,001 to $100,000	$100,001 to $150,000	$150,001 to $300,000	Over $300,000
Number of Plants Reporting	34	35	40	27	21	24	24	19
Average Base Price	$1.15	$1.10	$1.23	$1.17	$1.31	$1.27	$1.27	$1.30
SALES DISTRIBUTION	%	%	%	%	%	%	%	%
Call and Delivery	31.81	27.99	34.13	43.96	39.86	40.79	50.59	37.45
Branch Stores & Agencies	3.18	0.30	6.87	34.24	13.08	14.36	23.42	44.55
Plant Retail	64.91	71.24	55.75	20.20	28.97	33.12	15.48	14.96
Wholesale Work	0.10	0.47	3.25	1.60	18.09	11.73	10.51	3.04
TOTAL SALES	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
PRODUCTIVE EXPENSE								
Productive Labor & Outside Work	31.56	40.02	35.13	33.20	35.94	32.81	31.33	29.79
Productive Supplies	10.48	10.36	8.63	8.75	8.99	7.50	8.03	8.23
Power Plant	6.80	5.35	5.92	4.26	3.52	3.73	2.95	3.15
Building Overhead	4.89	4.56	4.04	3.48	2.91	3.76	2.78	2.44
Machinery Overhead	5.89	5.07	4.68	4.53	4.27	3.60	3.97	4.21
Indirect Overhead	2.40	2.40	4.10	4.83	5.27	4.72	6.33	6.42
TOTAL PRODUCTIVE EXP.	62.02	67.76	62.50	59.05	60.90	56.12	55.39	54.24
SALES & DISTRIBUTION								
Delivery:								
Wages & Commissions	4.45	3.19	8.90	8.36	8.11	11.82	12.52	10.32
Equipment Expense	4.20	3.07	4.47	3.45	3.29	2.66	3.90	3.33
Store Salaries & Expense	0.37	0.47	0.33	5.18	3.88	6.99	6.15	9.72
Sales Promotion Expense	0.13	2.65	2.17	2.99	3.07	2.37	3.58	3.25
Claim Adjustments	0.28	0.23	0.42	0.41	0.44	0.39	0.56	0.70
TOTAL SALES & DIST. EXP.	9.43	9.61	16.29	20.39	18.79	24.23	26.71	27.32
OFFICE & ADMINISTRATIVE								
Office Salaries & Expense	—	3.62	4.54	4.48	5.53	4.03	5.86	6.09
Other Exp. (Off. & Admn.)	—	1.22	1.06	1.03	2.15	1.08	1.88	1.31
Executive Salaries	—	5.04	2.24	5.88	6.40	6.40	4.65	4.43
TOTAL OFFICE & ADMIN.	8.55	9.88	8.84	11.39	14.08	11.51	12.39	11.83
Total Expense	80.00	87.25	87.63	90.83	93.77	91.86	94.49	93.39
Net Profit Before Taxes	20.00	12.75	12.37	9.17	6.23	8.14	5.51	6.61

Source—National Institute of Drycleaning

Continued from page 121

B. Plant layout, workflow, selection and arrangement of equipment. Developed by consideration of owner, manager, superintendent and skilled engineers either from inside plant or outside specialists.

An integral and vital part of the installation of an incentive plan is the work which the plantowner and his supervisors and engineers do to make every motion of every employee easier.

Examples: Shorten distance from which presser must reach for work and extend arm to hang finished garment on line. If press head suddenly tightens up, extra foot-pound of pressure required to bring it down mounts up to tons of extra effort if repeated all day long.

Five-foot girl who must hang garments on rack made for five-foot-six employee has exerted hundreds of foot-pounds of additional lift at end of day. Prompt provision of platform on which bagger or assembler may work will increase output, prevent dissatisfaction.

If each task and motion is made easier, it is possible to improve quality while greatly increasing speed of production.

C. Time studies, or measurement of output at normal speed, made with quality standards already established in mind.

D. Job Analysis. Prepared with cooperation of supervisors and workers.

E. Job Evaluation. Preparation with cooperation of supervisors and workers. Essential for establishment of basic wage rates.

Based on (1) Physical qualifications and working conditions.
(2) Mental qualifications and education.
(3) Specific job skill and related experience.
(4) Responsibilities and personality traits.

Example: Janitor—in many plants most important of non-executive workers, with possible exception of spotters and silk finishers. Greater responsibilities, broader variety of duties than assembler. On other hand, assembler requires clerical ability, more accurate recognition of figures, letters and handwriting than janitor. Wool presser might be illiterate—need only count own output. But janitor must read and understand notes left for him by plant manager, superintendent and others.

F. and G. Aptitude testing necessitated by failure of many employees to recognize own natural abilities.

Examples: Employee who cannot remember four-digit number for one minute unsuited to assembling.

Employee inaccurate in counting and recording numbers, figures and classifications unfitted for the job of marker. Articulate, persuasive, intelligent, sensitive employee unhappy and possibly promoter of discontent on repetitive job; on sales force or otherwise dealing with public may be of great value to employer and personally contented.

Sectional Analysis of Percentage Costs for the Year 1954

Geographical Area	I New England	II Middle Atlantic	III East North Central	IV West North Central	V South Atlantic	VI East South Central	VII West South Central	VIII Mountain	IX Pacific	1954 Average	1953 Average
Number of Plants Reporting	18	21	52	29	33	7	29	16	22	227	314
Average Base Price	$1.27	$1.31	$1.29	$1.19	$ .98	$ .95	$1.06	$1.22	$1.55	$1.21	$1.18
SALES DISTRIBUTION	%	%	%	%	%	%	%	%	%	%	%
Call and Delivery	41.47	47.28	38.06	39.33	40.89	29.11	38.70	39.53	36.39	39.50	44.44
Branch Stores & Agencies	27.05	16.89	23.86	23.00	21.31	33.15	22.00	18.80	26.82	22.97	13.79
Plant Retail	26.64	28.02	34.23	35.07	34.81	37.74	37.51	41.67	32.86	34.16	37.44
Wholesale Work	4.84	7.81	3.85	2.60	2.99	—	1.79	—	3.93	3.37	4.33
TOTAL SALES	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
PRODUCTIVE EXPENSE											
Productive Labor & Outside Work	33.08	35.04	31.56	34.25	32.85	30.44	35.02	35.69	36.18	33.69	34.45
Productive Supplies	8.03	8.17	9.01	9.04	9.87	10.22	10.12	9.91	7.47	9.08	8.97
Power Plant	4.68	4.81	5.14	4.93	5.07	3.89	3.99	4.66	3.20	4.63	4.44
Building Overhead	3.62	3.80	3.82	3.48	3.58	4.22	3.82	3.77	3.85	3.74	3.76
Machinery Overhead	4.75	4.08	4.98	4.36	4.93	3.21	5.32	5.20	4.25	4.73	4.54
Indirect Overhead	4.37	4.85	4.35	3.96	4.77	4.90	3.73	3.49	4.91	4.34	4.27
TOTAL PRODUCTIVE EXP.	58.53	60.75	58.86	60.12	61.07	56.88	62.00	62.72	59.86	60.21	60.43
SALES & DISTRIBUTION											
Delivery:											
Wages & Commissions	7.42	9.67	6.71	6.59	8.30	5.57	5.84	9.59	9.63	7.26	10.96
Equipment Expense	3.20	2.62	2.72	3.17	3.39	2.98	2.51	3.35	2.56	2.91	1.58
Store Salaries & Expense	7.18	5.45	5.65	3.56	4.01	10.06	4.63	2.28	3.65	4.82	2.32
Sales Promotion Expense	2.16	1.67	2.57	3.35	2.57	2.75	1.93	3.58	2.08	2.50	2.27
Claim Adjustments	0.40	0.34	0.26	0.24	0.47	0.38	0.41	0.46	0.33	0.35	0.37
TOTAL SALES & DIST. EXP.	20.36	19.75	17.91	16.91	18.74	21.74	15.32	19.26	18.25	17.84	17.50
OFFICE & ADMINISTRATIVE											
Office Salaries & Expense	3.75	4.04	4.82	3.11	3.06	4.89	2.85	4.05	4.23	3.83	1.74
Other Exp. (Off. & Admn.)	0.78	0.91	1.24	0.96	1.07	1.03	0.91	1.07	1.46	1.07	1.82
Executive Salaries	4.82	6.04	8.46	5.49	5.91	5.55	4.95	3.67	4.13	5.90	8.02
TOTAL OFFICE & ADMIN.	9.35	10.99	13.67	9.56	10.04	11.47	8.71	8.79	9.82	10.80	11.58
Total Expense	88.24	91.49	90.44	86.59	89.85	90.09	86.03	90.77	87.93	88.85	89.51
Net Profit Before Taxes	11.76	8.51	9.56	13.41	10.15	9.91	13.97	9.23	12.07	11.15	10.49

Source—National Institute of Drycleaning

Section I: New England—Conn., Maine, Mass., N. H., R. I., Vt.
Section II: Middle Atlantic—N. J., N. Y., Pa.
Section III: East North Central—Ill., Ind., Mich., Ohio, Wis.
Section IV: West North Central—Iowa, Kans., Minn., Mo., Neb., N. D., S.D.
Section V: South Atlantic—Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.
Section VI: East South Central—Ala., Ky., Miss., Tenn.
Section VII: West South Central—Ark., La., Okla., Tex.
Section VIII: Mountain—Ariz., Colo., Idaho, Mont., Nev., N. M., Utah, Wyo.
Section IX: Pacific—Cal., Ore., Wash.

H. Training supplemented by definite upgrading program. Most employees work more contentedly and with better results if entire organization operates on principle of promoting capable people as rapidly as possible.

Establishment of Rates Under Wage Incentive Plan

1. Base wage rate based on established normal output—basic task which employer has right to expect and which employee has duty to perform.

Base rate usually paid if employee regularly averages 75, 80 or 85 percent of normal output.

2. Bonus, in addition to base wage rate, for production in excess of basic performance rate.

a. Payment of graduated bonus, beginning with small bonus when about 85 percent of standard is reached, bonus rate increasing until it reaches top limit of production.

Example: If wool pressers can easily press 10 suits per hour, that becomes basic performance rate. Most plans would begin to pay small bonus at about 8½ suits per hour, with bonus rate increasing as production goes above 10 per hour until it reaches top production rate at which drycleaner may safely operate without deterioration of quality.

b. Controversial alternative—proportionate payments per unit of production all through incentive setup.

Example: If presser receives 60 cents per hour and his task or performance rate is 10 suits per hour, labor cost is 6 cents per suit. But if by installation of new and better equipment, presser is enabled to turn out 15 suits per hour of equivalent quality and with no more physical exertion, plantowner-investor should have reward for providing those facilities.

Arguments in such cases can usually be resolved to satisfaction of all parties by employment of outside industrial engineer with good reputation in field.

3. Establishment of production limit to protect standards of quality.

4. Merit rating. Differences in basic rate based on employee's day-to-day performance, attendance, cooperativeness or general attitude, and other pertinent factors, tangible and intangible. Records to be kept on form obtainable from any industrial engineering firm. Periodic review at regular intervals.

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Administration of Wage Incentive Plan

1. Record keeping. Complete facilities essential for recording of employee output.
   a. Frequent recording of individual production—at least once per hour; many plants record production every half hour.
   b. Accessibility. Records easily seen and checked by employee.
2. Supervision. Operation of plan places much greater burden on supervisors. Supervision must be constant, tactful, firm, alert for improvement of working conditions and equipment.

The secret of successful wage incentive plan operation is constant vigilance.

Benefits of Wage Incentive System

Most employees, especially on repetitive jobs, work at about 66 percent of their actual capacity. If they are brought up to 100 percent of their own abilities, and if they and their employers benefit proportionately, this will amount to a 50 percent increase in output.

The difference between drycleaning *plants* and the neighborhood press shops or tailor shops consists in the utilization of machines by the plantowner. Therefore, under the wage incentive system the drycleaning plant operator gets an extra benefit from the fact that his machines as well as his employees are used at more nearly their standards of capacity.

Actually, however, when bonuses are paid for extra production and these bonuses are graduated to pay slightly more per unit above 100 percent, the result from the better employees is usually an output approximately 120 percent of capacity. On such a regular premium production, the employee can often increase his earnings by 25 percent or more.

The whole purpose of the wage incentive plan is to encourage and pay the employee for working steadily at his or her best (yet comfortable) rate of work. In fact, the chief reward to the plantowner in the establishment of wage incentives is to obtain a standard hour's production from his employees each hour of the day. If that aim only is achieved, it is well worth all of the expense, paper work and supervision required.

Initial Supplies

THE FOLLOWING LIST represents the minimum initial supplies required by the new drycleaner who is opening his own plant. Based on the recommendations of one of the country's largest jobbers, quantities are kept low in every case to reduce the original investment.

Cleaning Room

Charged soap	30 gallons
Filter aids (diatomaceous earth and/or sweeteners)	200 pounds
Activated carbon	25 pounds
Filter screen brush	1
14-quart pails	2
Bristle benzene-soap brushes (for prespotting and handbrushing with dry solvent)	2
Soap strength test kit	1
Fatty acid test kit	1

Wetcleaning Supplies

Bristle brushes, approximately 2 by 5 inches	2
Scouring brush	1
Wetcleaning soap	25 pounds
Hydrosulphite of soda	1 pound
Chloroform substitute	1 gallon
Retouching dye pads	1 set
Drycleaning sour	10 pounds

Spotting Aids

Ammonia, 26°	1 gallon
Acetic acid, 28 percent	1 gallon
Glacial acetic acid	1 quart
Oxalic acid crystals	5 pounds
Sodium perborate	5 pounds
Borax	10 pounds
Permanganate of potash	1 pound
Bisulphite of sodium	5 pounds
Standard paint and grease remover	2 gallons
Standard prespotter	2 gallons
Standard ink remover	1 pint
Standard digester	½ pound
Standard lipstick and rouge remover	1 pint
Amyl acetate	1 quart
Combination wet and dry spotter	1 gallon
Eye-dropper bottles	6
Spotting brushes, black and white	1 each
Spatulas (bone scraper)	2
Rust remover (in tube or rubber bottle)	1
Hydrogen peroxide (10 vols. 3 percent)	8 ounces
Cheesecloth	10 yards
Chamois	1
Turkish towels	1 dozen
Spray gun (either compressed air or city water pressure)	1

Finishing Department

Press flannels, cut to size	6
Press pads, cut to size	6
Press pad covers	18
Cover springs	6 cards
Spray guns for presses	2
Stapling machine	1
Staples	5,000
Record Book No. 39	1
Standard sales or receipt books	50
Moth spray	1 gallon
Paradichlorobenzene crystals	5 pounds

Packaging Supplies

Hangers	3,000
Garment bags (suit—36 inches)	1,500
Garment bags (dress—54 inches)	1,500
Mothproof bags (suit)	100
Mothproof blanket bags	100
Dress shields (for hangers)	2,000
Trouser guards	3,000
Pins, common	1 pound
Pins, safety No. 1	20 gross
Pins, safety No. 2	5 gross
Pins, safety No. 3	5 gross
Tags	10,000
Dress boxes (light)	200
Suit boxes (heavier)	100
Curtain boards	1 bundle
Necktie envelopes, boards and bands	200 each
Glove bags	1,000
Hat bags	1,000
Tie boxes	200
Cotton twine	10 pounds
Cellophane ribbon	1 roll
Wrapping paper, 30-inch	1 roll
Wrapping paper, 36-inch	1 roll
Gummed tape	2 rolls
Scotch tape	2 rolls
Paper cutter	1
Scotch-tape dispenser	1

After acquiring experience with various brands and types of products, the young drycleaner will be in a better position to gain the benefits of buying in quantity. The supplies listed here are entirely adequate aiming for an early volume of $300 to $500 a week.

Boiler Efficiency

THE OPERATOR of the average small plant doesn't have the time or money or, in most cases, the know-how to run a series of elaborate tests and go through cumbersome tables to check on his boiler efficiency. He can and should, however, see to it that routine tests are made.

The two principal indications of boiler efficiency are carbon dioxide (CO_2) content and temperature of the flue gas. Generally speaking, the higher the CO_2 content and the lower the flue gas temperature, the more efficient the boiler. Optimum CO_2 content varies with the fuel, but it averages around 15 percent for coal and oil. With natural gas, 10 to 12 percent would be tops. Only in rare cases can the optimum be achieved at all times. If your boiler, firing coal or oil, operates with an 11 percent CO_2 and a flue gas or stack temperature of 450 to 600° F, it will be operating at better than 75 percent efficiency.

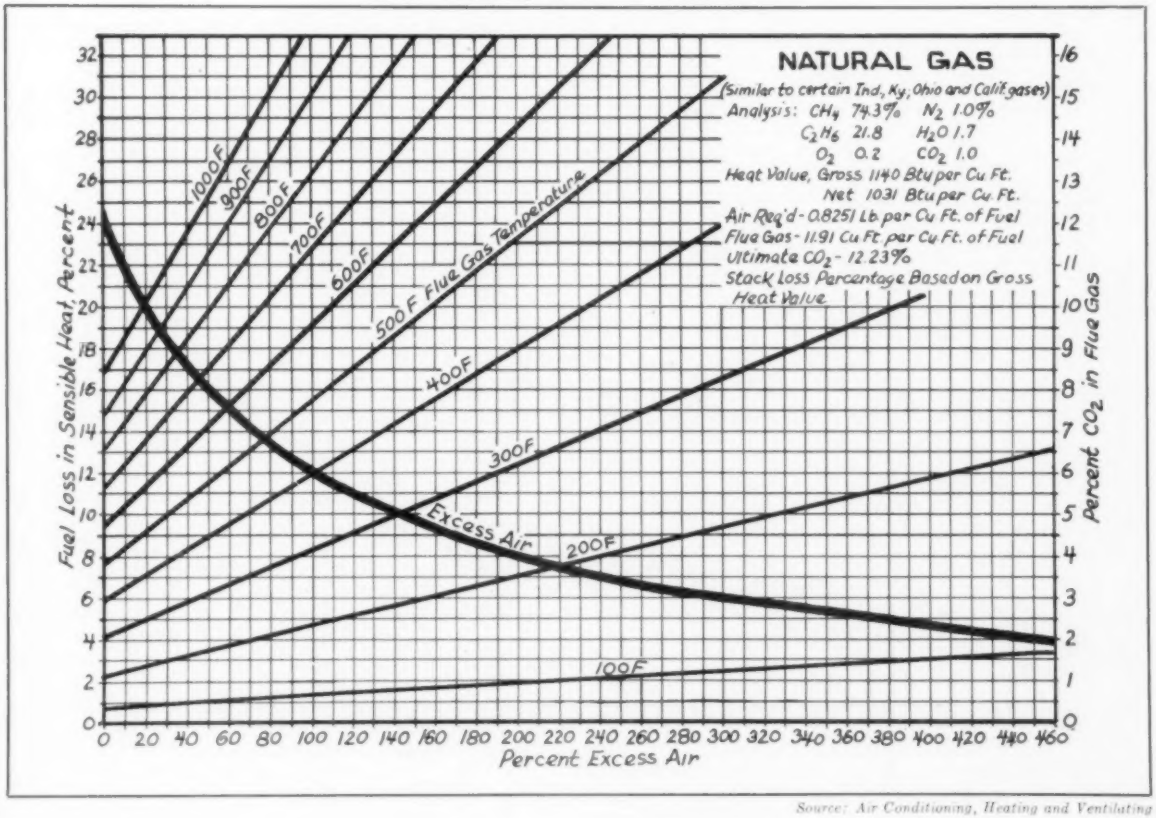
To obtain these readings, two instruments are required. An Orsat analyzer indicates CO_2, carbon monoxide and oxygen content of the flue gas. Simpler types of Orsats measure only CO_2. The other instrument is a flue gas thermometer with a range of 400 to 1000° F. The readings should be taken when the boiler is carrying its heaviest load.

In many cases a local plumber or heating-installation man is equipped to take the required readings. Once the readings are obtained, it is merely a matter of adjusting the firing controls to gain maximum efficiency. It goes without saying that the boiler must be kept clean at all times.

The procedure outlined above should be a part of regular plant maintenance and should be checked at least once a month. A more complete checkup involving such factors as excess air and carbon monoxide should be attended to once a year.

The charts which follow may be used to compute boiler efficiency, given CO_2 content and flue gas temperature.

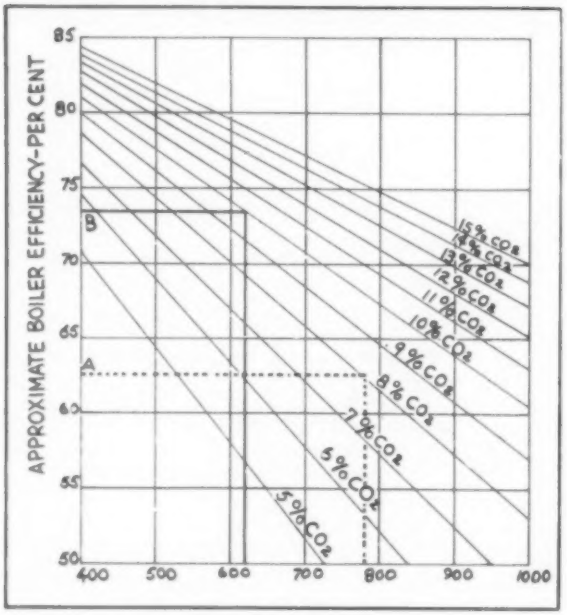
Boiler Efficiency Chart for Natural Gas



Source: Air Conditioning, Heating and Ventilating

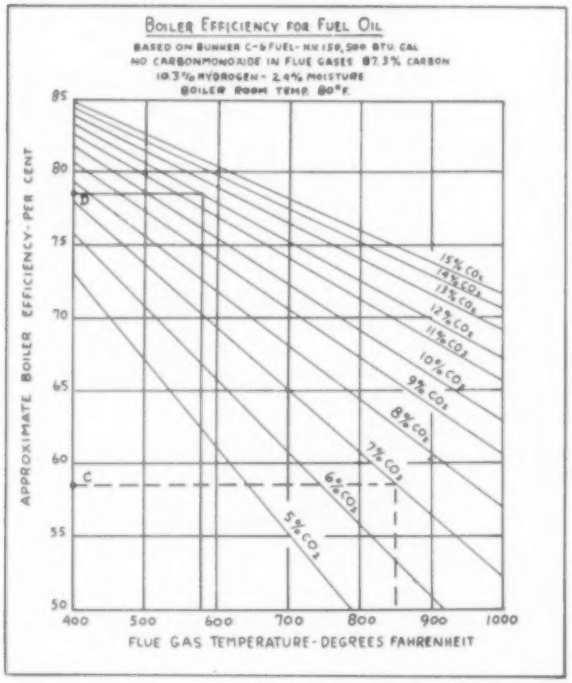
In this chart, fuel loss in sensible heat percent may be interpreted as boiler efficiency. Zero fuel loss would be equivalent to 100 percent efficiency; 10 percent fuel loss to 90 percent efficiency, and so on. Assuming that CO_2 and flue gas temperature are known, read across from right on CO_2 line to intersection of excess air curve. From intersection read straight up or down to intersection of flue gas temperature line. This point, carried straight across to fuel loss axis, indicates fuel loss. Assume that CO_2 percent is 6 and flue gas is 600° F. Reading from right on 6, line intersects excess air curve at about 105. Then, reading straight up to 600° F line, we get a fuel loss of approximately 19.5 percent

Boiler Efficiency Chart for Soft Coal



Based on flue gas temperature and CO_2 content, the chart provides an approximate efficiency rating for coal-fired boilers. To compute the efficiency of an installation with a flue temperature of 620 degrees and CO_2 content of 10 percent, trace up from the 620 point at the bottom of chart to the diagonal line representing 10 percent; intersection gives approximate boiler efficiency rating of 73.5 percent

Boiler Efficiency Chart for Fuel Oil



Flue gas temperature and CO_2 content known, find flue gas temperature on lower scale and follow up to diagonal line designating CO_2 percentage; point of intersection at left gives approximate boiler efficiency. Dotted line "C" illustrates that boiler with flue temperature of 850 degrees and 7 percent CO_2 content will have efficiency of approximately 58.5 percent. Lowering temperature to 580 degrees and increasing CO_2 to 12 percent would bring boiler efficiency up to 78.5 percent as shown by solid line "D"

Steam Temperatures at Various Pressures

Lb. Pressure Per Sq. In.	Temperature °F*	Lb. Pressure Per Sq. In.	Temperature °F*
0#	212°	65#	312°
5	227	70	316
10	239	75	320
15	250	80	324
20	259	85	328
25	267	90	331
30	274	95	335
35	281	100	338
40	287	105	341
45	292	110	345
50	298	115	348
55	303	120	351
60	307	125	353

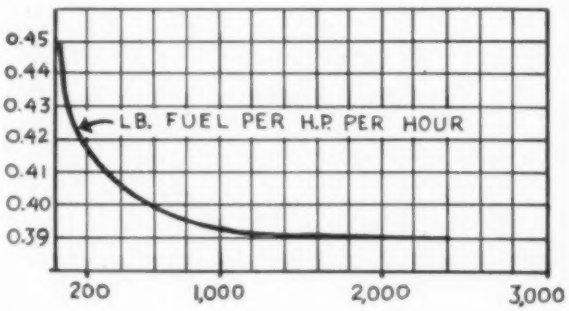
* Fractional temperatures to nearest integer.

Diesel Fuel Consumption

The accompanying chart plots approximate fuel consumption of various diesels, based on prewar diesel efficiencies.

For instance, if requirements are very small—50 horsepower or even less—figure on a fuel consumption of 0.45 pounds per horsepower per hour with a modern engine. If a 100 hp. diesel is employed, the consumption will be about 0.42 pounds per horsepower per hour. The curve shows that with increase in engine size the fuel consumption improves rapidly from the smallest sizes to 200 horsepower. From 200 to 1,000 horsepower the improvement is less rapid. And from 1,000 to 3,000 horsepower the improvement is very slight; it is practically 0.39 pounds per horsepower per hour for all of the sizes in that range.

To determine the efficiency of any engine size, with any fuel, multiply the B.t.u. value of the fuel per pound by the



number of pounds per horsepower per hour and divide the product *into* 2,546.

For example, if the fuel contains 20,000 B.t.u. per pound and requirements call for a 500 hp. engine, multiply 20,000 by (from the chart) 0.40, which gives 8,000 as the product. Now divide 2,546 by 8,000 and it will be found that the engine will have an efficiency of 31.8 percent, which is a high efficiency as compared with most engines of other types. This means that 31.8 percent of the heat contained in the fuel will be converted into work. Even at 0.45 pounds of fuel per horsepower per hour, other conditions being the same, efficiency will be 28.3 percent.

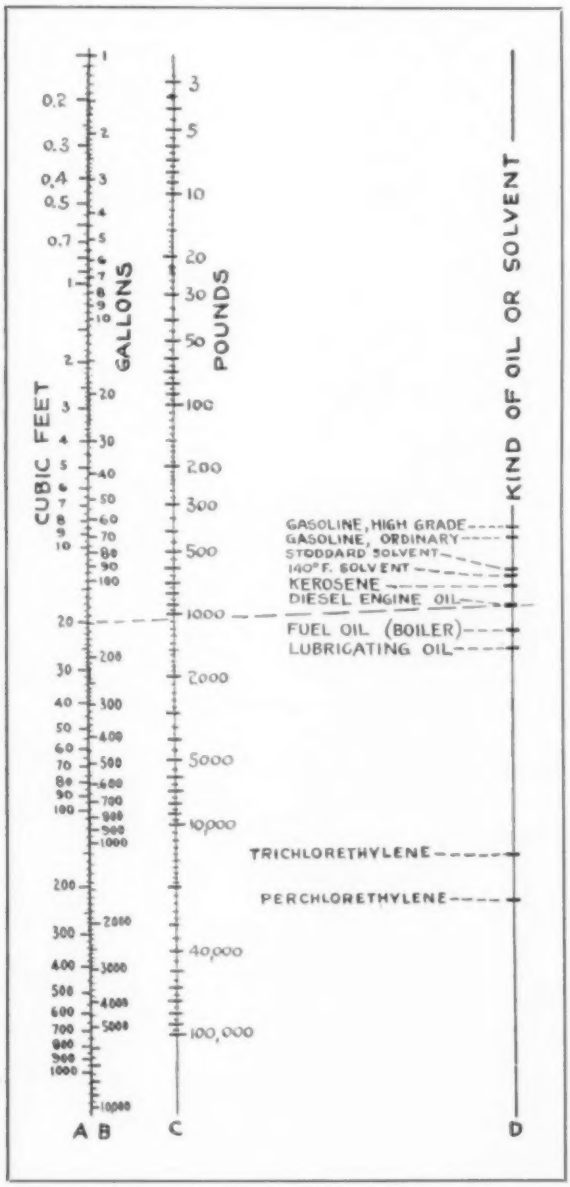
Weight of Oils and Solvents

Because the weights of different oils and solvents vary considerably, there may be uncertainty as to the number of pounds in a given container. By use of this chart you

can easily determine the weight of any number of cubic feet or number of gallons of any of the common oils and solvents.

For example, what is the weight of 20 cubic feet of diesel engine oil?

The dotted lines drawn across the chart shows how the problem is solved. Connect the 20 in column A with the



point in column D corresponding with "diesel engine oil." The intersection with column C gives the weight as about 1,060 pounds. If the quantity of oil is given in gallons, use column B instead of column A.

Inversely, if the number of pounds is known and the kind of oil or solvent is known, a line through the known points gives us an intersection in columns A-B which tells the desired volume.

Columns A-B can also be used as a conversion scale. Thus, for example, 20 cubic feet are equivalent to almost 150 gallons. Or, 1,000 cubic feet are equivalent to about 7,500 gallons, and so on.

The range of the chart is great enough to take care of most problems. The weight covers all quantities between 3 pounds and 100,000 pounds. Should quantities be smaller or greater, they can be computed by simply shifting the decimal point. Thus, for instance, the dotted line drawn across the chart through the 20 cubic feet can also tell us that 20,000 cubic feet will weigh 1,060,000 pounds.

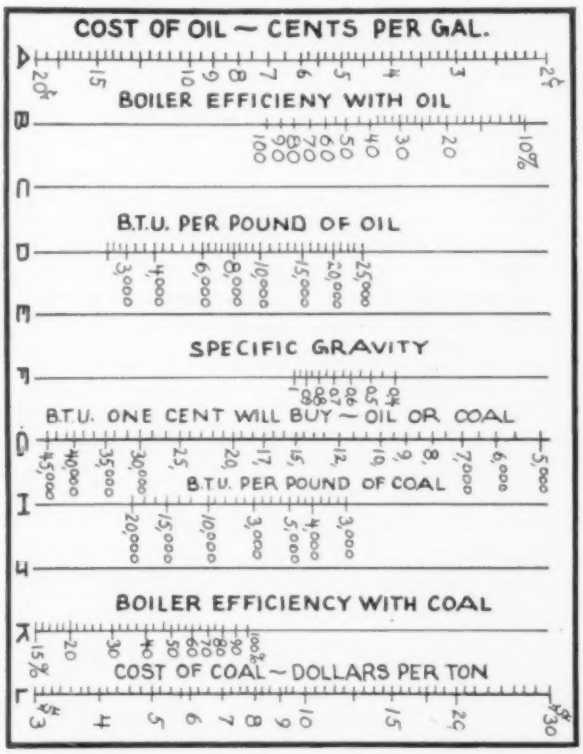
Should you prefer to make computations in longhand or on a slide rule, this chart is based on the following weights per gallon:

Gasoline, high grade	6.00 lb. per gal.
Gasoline, ordinary	6.12 lb. per gal.
Stoddard solvent	6.58 lb. per gal.
140°F solvent	6.65 lb. per gal.
Kerosene	6.81 lb. per gal.
Diesel engine oil	7.09 lb. per gal.
Fuel oil	7.50 lb. per gal.
Lubricating oil	7.78 lb. per gal.
Trichlorethylene	12.3 lb. per gal.
Perchlorethylene	13.55 lb. per gal.

Coal and Oil Costs Compared

The accompanying chart was developed to assist in checking the cost of coal and oil per B.t.u.

To use the chart, draw straight line beginning at oil cost (A) through boiler efficiency (B) to C. From that point on C draw another straight line through B.t.u. (D) to E. From that point on E, draw line straight through specific



gravity (F) to G. Point where line hits G is B.t.u. one cent of oil will buy.

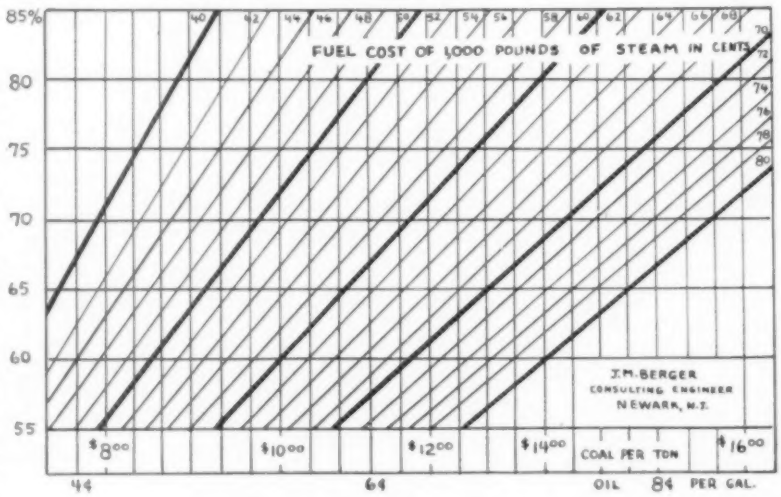
Follow same procedure for coal. Draw straight line

beginning at cost (L) through efficiency (K) to J. From intersection on J draw another straight line through B.t.u. per pound (H) to G. Point on G is number of B.t.u. one cent's worth of coal will buy. Fuel which rates the highest on line G will be most economical under the conditions shown.

Additional factors such as space and labor required should be considered separately.

Steam Cost Chart

Chart indicates the cost of steam at varying prices for coal and oil with different over-all operating efficiencies. From cost of oil or coal at the bottom of chart trace up to point of assumed boiler efficiency on the scale at the left. The point of intersection on the slanting line will show fuel costs per 1,000 pounds of steam and can be read to nearest cent or to a tenth of a cent by proportion. For example, a plant using No. 6 Bunker C oil selling at 5.2 cents per gallon with a boiler of 65 percent efficiency will be paying 53.4 cents per 1,000 pounds of steam. Improving the boiler efficiency to 75 percent will cut steam cost to 46 cents, resulting in a saving of 7.4 cents per 1,000 pounds. Or a 70-percent-efficient boiler burning 14,000 B.t.u. coal selling at $10 per ton will deliver 1,000 pounds of steam at 51 cents per thousand pounds. This chart may be used in plotting the comparative costs of coal and oil or for figuring possible savings from stokers and combustion controls. If fuel costs go higher than shown on chart use one half fuel cost and multiply resulting cost of steam by 2



Based on 14,000 B.t.u. per pound of coal and 150,000 B.t.u. per gallon of oil, steam pressure 105 pounds gauge, moisture 2%, feed water 205° F

Losses From Boiler Scale

Character of scale	Thickness	Loss of efficiency	Coal wasted from every ton of coal fired
Hard	1/50"	5.4%	100 lb.
Hard	1/32"	7.2%	140 lb.
Hard	1/25"	9.3%	180 lb.
Hard	1/16"	12.6%	220 lb.
Hard	1/9"	15.9%	320 lb.

To combat loss in efficiency and excessive fuel costs resulting from boiler scale, some plants remove all scale-forming elements from the water before it is fed to the boiler. This is the ideal method but not always practical. Under other circumstances, feed water is treated with compounds changing the elements in the water from those quick to attach themselves to the boiler to those that remain in solution or form a soft sludge that can be blown out.

Sizes for Boiler Combustion Chambers

Method of firing	B.t.u. per cubic foot	Approximate cubic feet required per hp.
Hand	50,000	1 1/10 cubic feet
Stoker	45,000	1 cubic foot
Oil	30,000	1½ cubic feet
Pulverized Coal	20,000	2¼ cubic feet
Gas	30-35,000	1½ cubic feet

In computing cubic contents of combustion chambers measure the depth to bridgewall for underfeed stoker and hand firing; the entire depth for pulverized coal, oil or gas firing and for spreaders or overfeed stokers. Width times height times depth will give the cubic contents. From the table, an oil-fired installation requires 1½ cubic feet of combustion chamber per horsepower, thus a 50 hp. boiler should have about 75 cubic feet of combustion chamber.

Gallons of Water To Feed Boilers

Horsepower	Gallons per minute	Gallons per hour
50	3.45	207
75	5.18	311
100	6.90	414
125	8.63	518
150	10.35	621
175	12.08	725
200	13.80	828
225	15.53	932
250	17.25	1035

One gallon of water weighs 8.34 pounds at 60° Fahrenheit. One boiler horsepower equals 34.5 pounds of water or 4.14 gallons of water evaporated per hour from 212° Fahrenheit.

Boiler hp. × 34.5 = pounds of water required per hour
Boiler hp. × 4.14 = gallons of water required per hour
Boiler hp. × .069 = gallons of water required per minute

Boiler Heat Balances

A boiler that is 84 percent efficient employs 84 percent of the B.t.u. in the fuel for the generation of steam. The accompanying table quotes the percentages of B.t.u. dissipated in various ways of coal-, oil- and gas-fired boilers un-

(For good, fair and poor operating conditions)

	Coal			Fuel Oil			Natural Gas			
	Good	Fair	Poor	Good	Fair	Poor	Good	Fair	Poor	
Heat loss in unburned coal	0.4	1.5	5.0	....	....	....	....	....	....	Controllable Losses
Heat lost in unburned gas (CO, etc.)	0.2	0.4	5.0	0.2	0.6	6.0	0.2	0.6	5.0	Controllable Losses
Sensible heat lost in products of combustion	4.8	6.8	10.8	4.8	6.8	10.8	4.8	6.8	10.8	Controllable Losses
Heat lost in excess air	0.9	1.9	10.3	0.7	1.9	10.3	0.7	1.9	10.3	Controllable Losses
Latent heat lost in water vapor products of combustion	2.7	2.9	3.0	5.5	5.5	5.5	9.1	9.1	9.1	Fixed Losses
Radiation and unaccounted-for heat losses (by difference)	1.2	2.5	4.0	1.2	2.5	4.0	1.2	2.5	4.0	Fixed Losses
Heat used in generating steam	89.8	84.0	61.9	87.6	82.7	63.4	84.0	79.1	60.8	Steam
Based on flue gas temperature, °F.	300	400	600	300	400	600	300	400	600	
Based on excess air, percent	20	30	100	15	30	100	15	30	100	

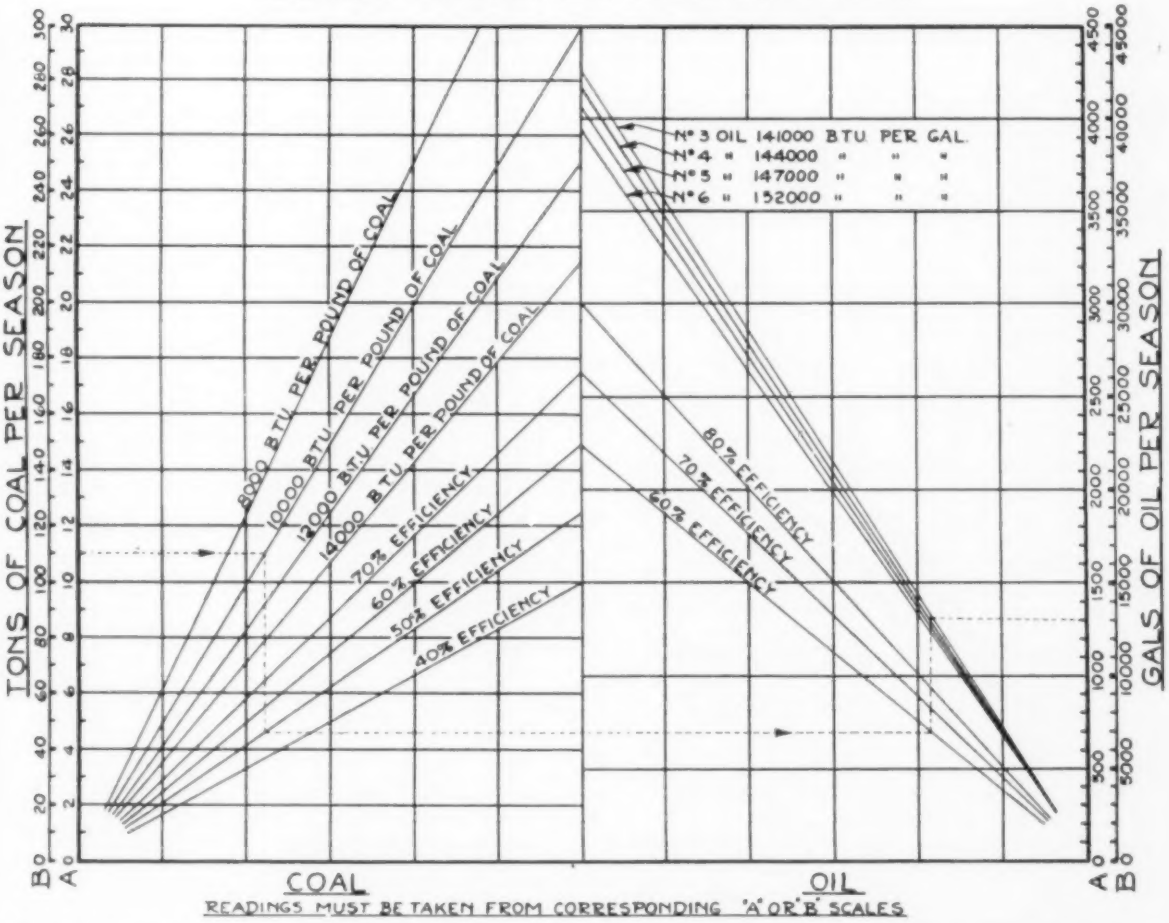
Source—Bailey Meter Co.

der good, fair and poor operating efficiencies. These percentages are grouped under controllable losses, fixed losses and those used in generation of steam.

A good installation using coal has an efficiency of 89.8 percent while with a poor installation the efficiency falls to 61.9 percent. Controllable losses are 31.1 percent for the poor coal-fired installation and only 6.3 percent for the good.

Not all controllable losses may be eliminated; to reduce some of them greatly may increase others. For instance, if the loss due to excess air is reduced too much, the saving effected will be offset by the increasing losses from unburned gases or smoke.

Computing Oil Consumption When Coal Consumption Is Known



When coal consumption is known, this chart permits ready estimation of comparative gallons of oil required. Locate coal consumption on left-hand A or B scale, read right to the heat content, down to the efficiency curve. From this point trace horizontally right to the assumed oil efficiency, up to the grade of oil assumed, then right to the corresponding A or B scale for oil and read to the comparative oil consumption. As illustrated in the dotted lines above, if a plant burns 110 tons of 10,000 B.t.u. coal at an efficiency of 50 percent, a comparative oil burning installation using No. 4 oil at 60 percent efficiency will require 13,000 gallons of oil for the same period. The chart may be used in reverse when oil consumption is known to estimate comparative tons of coal needed for a like period of time

EFFICIENCY TABLE
BASED ON EVAPORATION FROM AND AT 212° F.

B.T.U. PER LB. COAL	50% EFF.		55% EFF.		60% EFF.		65% EFF.		70% EFF.		72% EFF.		74% EFF.		76% EFF.		78% EFF.		80% EFF.	
	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR	EVAPORATION PER POUND OF COAL	POUNDS COAL PER H.P. HOUR
7000	3.61	9.56	3.97	8.70	4.33	7.97	4.69	7.36	5.05	6.83	5.19	6.64	5.34	6.46	5.48	6.30	5.63	6.13	5.77	5.98
7500	3.86	8.92	4.25	8.12	4.64	7.44	5.02	6.86	5.41	6.38	5.57	6.20	5.72	6.03	5.88	5.87	6.03	5.72	6.19	5.59
8000	4.12	8.36	4.53	7.60	4.95	6.97	5.36	6.44	5.77	5.98	5.93	5.81	6.09	5.65	6.26	5.50	6.43	5.37	6.60	5.23
8500	4.37	7.87	4.82	7.16	5.26	6.56	5.69	6.04	6.13	5.63	6.31	5.47	6.48	5.32	6.66	5.18	6.83	5.05	7.01	4.93
9000	4.63	7.43	5.10	6.76	5.57	6.20	6.03	5.72	6.49	5.32	6.68	5.16	6.86	5.03	7.05	4.89	7.24	4.77	7.42	4.66
9500	4.89	7.05	5.38	6.41	5.88	5.87	6.36	5.42	6.85	5.03	7.05	4.89	7.24	4.76	7.44	4.64	7.64	4.52	7.83	4.42
10000	5.15	6.69	5.67	6.09	6.18	5.58	6.69	5.15	7.21	4.78	7.42	4.65	7.62	4.52	7.83	4.40	8.04	4.29	8.24	4.19
10500	5.41	6.37	5.95	5.79	6.49	5.31	7.03	4.91	7.57	4.56	7.59	4.43	8.01	4.31	8.22	4.19	8.44	4.09	8.66	3.98
11000	5.67	6.08	6.23	5.53	6.80	5.07	7.36	4.68	7.93	4.35	8.16	4.23	8.38	4.11	8.62	4.00	8.84	3.90	9.07	3.81
11500	5.93	5.82	6.52	5.29	7.11	4.85	7.70	4.48	8.24	4.16	8.53	4.04	8.77	3.93	9.01	3.83	9.25	3.73	9.48	3.64
12000	6.19	5.57	6.80	5.07	7.42	4.63	8.04	4.29	8.66	3.99	8.91	3.87	9.15	3.77	9.39	3.67	9.65	3.58	9.89	3.49
12500	6.45	5.35	7.08	4.87	7.73	4.46	8.37	4.12	9.02	3.83	9.27	3.72	9.53	3.62	9.79	3.52	10.05	3.43	10.31	3.34
13000	6.71	5.15	7.37	4.68	8.04	4.29	8.71	3.96	9.38	3.68	9.65	3.57	9.92	3.48	10.18	3.39	10.45	3.30	10.72	3.23
13500	6.97	4.95	7.65	4.51	8.34	4.13	9.04	3.81	9.73	3.54	10.02	3.44	10.29	3.35	10.57	3.26	10.85	3.18	11.13	3.15
14000	7.23	4.78	7.94	4.35	8.66	3.98	9.38	3.68	10.10	3.42	10.38	3.34	10.67	3.23	10.97	3.15	11.25	3.07	11.54	2.99
14500	7.45	4.61	8.22	4.20	8.97	3.84	9.72	3.55	10.46	3.20	10.76	3.21	11.06	3.12	11.36	3.04	11.66	2.96	11.95	2.88

Trace left from B.t.u. value of coal to column denoting boiler efficiency. Point of intersection gives number of pounds of water evaporated for each pound of coal fed into furnace and number of pounds burned per horsepower. Plant taking 200 hp. per hour and burning coal of 14,000 B.t.u. per pound at 70 percent efficiency will require (from chart) 3.42 pounds of coal per horsepower per hour or total of 684 pounds per hour

Proportions Between Feed Pipes and Main Line

(Number of smaller pipes to equal cross-sectional area of one larger pipe)

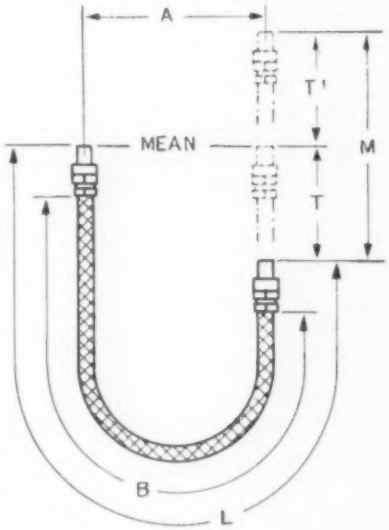
Main Line Sizes	Feed Pipe Sizes													
	⅜	½	¾	1	1¼	1½	2	2½	3	3½	4	4½	5	6
⅜	1	...	...	...	...	...	...	...	...	...	...	...	...	...
½	1.6	1	...	...	...	...	...	...	...	...	...	...	...	...
¾	2.8	1.8	1	...	...	...	...	...	...	...	...	...	...	...
1	4.5	2.8	1.6	1	...	...	...	...	...	...	...	...	...	...
1¼	7.8	4.9	2.8	1.7	1	...	...	...	...	...	...	...	...	...
1½	10.6	6.7	3.8	2.4	1.4	1	...	...	...	...	...	...	...	...
2	17.6	11.0	6.3	3.9	2.2	1.6	1	...	...	...	...	...	...	...
2½	25	15.7	9.0	5.5	3.2	2.4	1.4	1	...	...	...	...	...	...
3	39	24.3	13.9	8.6	4.9	3.6	2.2	1.5	1	...	...	...	...	...
3½	52	32	18.5	11.4	6.6	4.8	2.9	2.1	1.3	1	...	...	...	...
4	67	42	24	14.7	8.5	6.3	3.8	2.7	1.7	1.3	1	...	...	...
4½	83	52	30	18.5	10.7	7.8	4.8	3.3	2.2	1.6	1.3	1	...	...
5	105	66	38	23	13.4	9.8	6.0	4.2	2.7	2.0	1.6	1.3	1	...
6	151	95	54	33	19	14.2	8.6	6.0	3.9	2.9	2.3	1.8	1.4	1

Source—Detroit Stoker Co.

Flexible Metal Hose—Lengths and Minimum Bending Distances

Length of hose includes three factors: Bending Distance A, Travel of Hose M (T+T′) and Coupling Factor C. With installation at minimum bending distance A and no travel, take length L from table. For hose subject to travel and installed at distance A, take L from table and add one-half travel when T and T′ are equal; when they are not, add the larger. To calculate hose length independently, use following formulas:

Hose I. D. ¼″ to 2″: Length = 2½ A + C + T (use T or T′ whichever is greater)
Hose I. D. 2½″ to 6″: Length L = 1¾ A + C (no travel)



HOSE I.D.	1/4"	5/16"	3/8"	1/2"	5/8"	3/4"	1"	1-1/4"
A	8"	10"	12"	16"	18"	20"	24"	26"
B	20"	24"	30"	38"	44"	50"	56"	62"
C	4-1/2"	5"	5-1/2"	6"	7"	7-1/2"	8"	8"
L	25"	29"	36"	44"	51"	58"	64"	70"

HOSE I.D.	1-1/2"	2"	2-1/2"	3"	3-1/2"	4"	5"	6"
A	28"	30"	64"	72"	78"	84"	108"	120"
B	68"	72"	9' 6"	10' 4"	11'4"	12' 6"	18 FT.	18 FT.
C	9"	9"	9"	11"	–	–	–	–
L	77"	81"	10 FT.	11' 6"	-	-	-	-

Source: Packless Metal Products Corp.

Trap Capacities

(Table of factors for determining at reduced pressure)

Minimum Operating Pressure	Maximum Operating Pressure 5#	10#	15#	20#	30#	40#	50#	60#	70#	80#	90#	100#	125#
1/10 lb.	.14	.10	.09	.08	.07	.06	.05	.05	.05	.04	.04	.04	.04
1/4 lb.	.22	.16	.14	.12	.10	.09	.08	.07	.07	.07	.06	.06	.06
1/2 lb.	.32	.22	.19	.17	.14	.12	.11	.10	.09	.09	.08	.08	.07
1 lb.	.45	.32	.26	.23	.19	.17	.15	.14	.13	.12	.11	.11	.10
2 lb.	.63	.45	.36	.33	.27	.23	.20	.19	.18	.17	.16	.16	.15
3 lb.	.78	.55	.45	.40	.33	.29	.27	.24	.23	.21	.20	.19	.18
4 lb.	.89	.64	.52	.46	.38	.33	.30	.27	.26	.24	.23	.23	.20
5 lb.	1.00	.71	.58	.52	.43	.37	.34	.31	.29	.27	.26	.25	.23
10 lb.	...	1.00	.82	.72	.61	.52	.48	.44	.41	.39	.37	.36	.32
15 lb.	...	...	1.00	.85	.73	.62	.59	.56	.51	.48	.45	.43	.39
20 lb.	...	...	...	1.00	.83	.73	.66	.61	.58	.55	.51	.49	.44
25 lb.	...	...	...	...	.91	.80	.78	.69	.65	.61	.55	.53	.47
30 lb.	...	...	...	...	1.00	.88	.79	.75	.70	.66	.60	.59	.54
40 lb.	...	...	...	...	...	1.00	.90	.84	.80	.76	.69	.67	.61
50 lb.	...	...	...	...	...	...	1.00	.93	.89	.84	.78	.75	.68
60 lb.	...	...	...	...	...	...	...	1.00	.93	.88	.83	.80	.73
70 lb.	...	...	...	...	...	...	...	...	1.00	.94	.89	.85	.78
80 lb.	...	...	...	...	...	...	...	...	...	1.00	.95	.91	.82
90 lb.	...	...	...	...	...	...	...	...	...	...	1.00	.95	.87
100 lb.	...	...	...	...	...	...	...	...	...	...	...	1.00	.91
125 lb.	...	...	...	...	...	...	...	...	...	...	...	...	1.00

Source—V. D. Anderson Co.

Although a steam trap will operate at pressures below those for which it is designed, the capacity decreases with the fall in pressure. The accompanying table gives correction factors for determining trap capacities at reduced pressures.

Locate the normal operating pressure in the top line;

follow down this column to the reduced pressure desired. The point of intersection shows the correction factor. Multiply the normal trap capacity by the correction factor, and the product is the trap capacity under the reduced pressure.

For example, if a trap designed for 225 pounds pressure delivers 1800 pounds of condensate per hour at maximum operating pressure, at 70 pounds pressure the capacity will be 1800 × .61 (correction factor in this case) = 1098 pounds of condensate per hour at the reduced pressure. Excess condensate in heated equipment lowers the temperature.

Conversion Ratios

1 gallon of water weighs 8.34 pounds.
1 gallon of water contains 231 cubic inches.
1 cubic foot of water equals 7.5 gallons.
1 cubic foot of water weighs 62.5 pounds.
1 horsepower equals 746 watts.
1 boiler horsepower equals 34.6 pounds of water evaporated per hour from and at 212° Fahrenheit.

	Multiplied by	Equals
Diameter of circle	3.1416	Circumference of circle
Diameter of circle squared	.7854	Area of circle
Gallons of water	.1377	Cubic feet
Cubic feet of water	62.5	Pounds of water
Gallons of water	8.34	Pounds of water
Feet head of water	.433	Pounds of pressure
Pounds pressure of water	2.31	Feet head
Feet head (brine sp. gr. 1.21)	.52	Pounds of pressure
Boiler horsepower	.069	Gallons feed water required per minute
Pounds pressure (brine)	1.92	Feet head
Feet head (gasoline sp. gr. 0.75)	.325	Pounds pressure
Pounds pressure (gasoline)	3.08	Feet head
Inches vacuum	1.132	Feet head
Feet suction lift	.882	Inches vacuum

To convert degrees Fahrenheit to degrees Centigrade, subtract 32 degrees and multiply by five-ninths.
To convert Centigrade to Fahrenheit, multiply by nine-fifths, add 32 degrees.

Belt and Pulley Calculations

To Find Lengths of Belts: Add the diameter of the two pulleys together, multiply by 3⅛ and divide the product by two. Add twice the distance between the centers of the shafts to the quotient and that will be the length required.

To Calculate Power of Belts: The horsepower of any belt equals its velocity in feet per minute multiplied by its width and divided by 1,000 for single and 700 for double belts. A 1-inch single belt, velocity 1,000 ft. per minute, equals 1 horsepower. A 1-inch double belt, velocity 700 ft. per minute, equals 1 horsepower.

To Find Diameter of Driving Pulley: Multiply diameter of driven pulley by the number of revolutions per minute and divide by the number of revolutions of driver. Quotient will be diameter of the driver.

To Find Speed of Driving Pulley: Multiply diameter of the driven pulley by its revolutions per minute and divide by diameter of driver. Quotient will be number of revolutions of driver.

To Find Diameter of Driven Pulley: Multiply diameter of driver by its number of revolutions per minute and divide by number of revolutions of the driven pulley. Quotient will be the diameter of driven pulley.

To Find Speed of Driven Pulley: Multiply diameter of driver by its number of revolutions per minute and divide by diameter of driven pulley. Quotient will be number of revolutions of driven pulley.

Computing Tank and Jar Capacities

Square or rectangular:

1. To compute cubic contents multiply length by width by depth. For example, the cubic contents of a tank 10 feet long, 6 feet wide and 4 feet deep is 240 cubic feet.
2. Since 1 cubic foot equals 7½ gallons, the tank above would hold 1,800 gallons (7½x240 = 1,800 gallons).

Cylindrical or round:

1. Square the diameter and multiply by .7854 and then multiply by the length or depth to obtain cubic contents. Capacity of a cylindrical tank 4 feet in diameter and 6 feet in length is 75.3984 cubic feet (4 x 4 x .7854 x 6 = 75.3984 cubic feet).
2. With 7½ gallons per cubic foot the tank would hold 565.49 gallons.

NOTE: When dimensions include both feet and inches, reduce all to feet or to inches before multiplying. If measurements are all in inches, the answer will be cubic inches. To reduce to cubic feet divide by 1728 (1728 cubic inches = 1 cubic foot).

Capacities of Tanks

To calculate the number of gallons in the cylinder of a clarifying tank use the following data:

$$3.14 \times \text{radius}^2 \times \text{height} = \text{cubic inches in cylinder}$$
$$231 \text{ cubic inches} = 1 \text{ gallon}$$
$$\text{cubic inches} \div 231 = \text{gallons in cylinder}$$

Given a tank cylinder with a radius of 24 inches and a height of 60 inches:

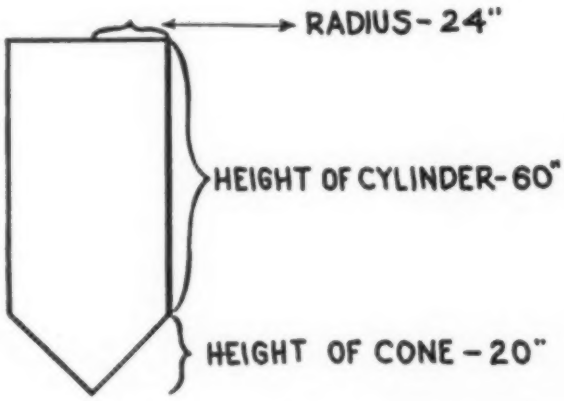
$$\frac{3.14 \times 24 \times 24 \times 60}{231} = 470 \text{ gallons}$$

To calculate the number of gallons in the cone of a tank use the following formula:

$$\frac{3.14 \times \text{radius}^2 \times \text{height}}{3 \times 231} = \text{gallons in the cone}$$

To find the capacity of a tank cone with a radius of 24 inches and a height of 20 inches:

$$\frac{3.14 \times 24 \times 24 \times 20}{3 \times 231} = 52 \text{ gallons}$$



COURSES IN DRYCLEANING AND RELATED SUBJECTS

NOTE: Time limits on GI educational benefits:

Under Public Law 7, servicemen who were in the armed forces on January 31, 1955, may earn up to 36 months of entitlement to Korean GI Bill education and training. Entitlement accrues at the rate of one and one-half times a veteran's length of active duty, up to a maximum of 36 months. Training must conclude January 31, 1965, or eight years after discharge or release, whichever comes first. Veterans who began their military service after January 31, 1955, are not eligible for GI Bill training.

Veterans who enlisted or reenlisted under Armed Forces Recruitment Act (Public Law 190) between October 6, 1945, and October 5, 1946, had to begin courses within 4 years from end of enlistment or reenlistment period, complete them within 9 years from that date.

Veterans of active service on or after June 27, 1950, and before the end of the Korean conflict must have begun training by August 20, 1954, or 2 years after discharge, whichever is later. They must complete it within 7 years after discharge.

Disabled veterans may begin education or training (Public Law 16) at any time after discharge. Disabled veterans of World War II must complete courses by July 25, 1956. Those disabled after June 27, 1950, must complete courses within 9 years from end of Korean conflict.

Association Schools

National Institute of Drycleaning
Silver Spring, Maryland

GENERAL COURSE

Subjects: Drycleaning, spotting, wetcleaning, finishing. Theory, laboratory, plant practice.
Duration: 12 weeks.
Fees: Tuition $350; textbooks and supplies $25; laboratory fee $1.
Eligibility: Bona fide connection with member plant (waived for veterans); 1 year plant experience; 18 years age minimum.
GI approved.

PLANT MANAGEMENT

Subjects: Supervisory methods, wage incentives, work standards, layout, production control, customer relations, salesmanship, advertising, accounting, budgeting, effective writing and speaking, etc.
Duration: 4 weeks.
Fees: Tuition $275; textbooks and supplies included.
Eligibility: Bona fide connection with member plant (waived for veterans).
GI approved.

SILK FINISHING

Subjects: Finishing, fabrics, department layout, production figures and expectations.
Duration: 2 weeks.
Fees: Tuition $70; textbooks and supplies $6.
Eligibility: Bona fide connection with member plant, NID.

WOOL FINISHING

Subjects: Finishing, fiber identification, garment construction, department layout, production rate.
Duration: 2 weeks.
Fees: Tuition $70; textbooks and supplies $6.
Eligibility: Bona fide connection with member plant, NID.

EDUCATIONAL CONFERENCE FOR ASSOCIATE MEMBERS

Subjects: Drycleaning, spotting, wetcleaning, finishing.
Duration: 1 week.
Fee: $100.
Eligibility: Bona fide connection with associate member firm, NID.

LEATHER CLEANING AND FINISHING

Subjects: Drycleaning leather in petroleum and synthetic solvents. Dyes and dressings for grain and suede leathers.
Duration: 1 week.
Fee: Tuition $50; text materials and supplies $5.
Eligibility: Bona fide connection with member plant, NID.

CORRESPONDENCE COURSE IN SPOTTING

Subjects: Fibers and fabrics; tools and equipment; spotting techniques and chemicals; identification and removal of spots and stains.
Fee: $60 paid in advance; $67.50 deferred payment plan.
Eligibility: Bona fide connection with member plant, NID.

New York School of Drycleaning, Inc.
412 Lafayette Street, New York 3, N. Y.

Sponsored by: Neighborhood Cleaners Association.
Subjects: Principles and practices of drycleaning—spotting, fabrics and dyes, drycleaning, wetcleaning.
Duration: 80 hours, 10 weeks.
Fees: $150.
Eligibility: 2 years in the industry, 3 years in related industry, or combination.
GI approved.

Public Schools, Association-Sponsored

Baltimore Vocational School for Drycleaning and Finishing
2614 Pennsylvania Avenue, Baltimore 17, Maryland

Conducted by: Department of Education, Division of Vocational Education, Baltimore, Maryland.
Sponsored by: Retail Cleaning Plant Owners, Inc. (Baltimore)
Subjects: Cleaning, wetcleaning and bleaching, spotting, finishing, storage, business practice and store management.
Duration: 1440 hours (52 weeks).
Dates: Students may enter at any time.
Fees: Nonveterans $45 month full-time, $22.50 month half-time, $13.50 month part-time, plus books.
GI approved.

Hadley Vocational Training School
3405 Bell Street, St. Louis, Missouri

Conducted by: Board of Education, City of St. Louis.
Sponsored by: St. Louis Dry Cleaners Exchange.
Subjects: Drycleaning, wetcleaning, silk and wool finishing, spotting, inspecting, sorting, bagging.
Duration: 2 evenings per week, 15 weeks.
Dates: Fall and spring semesters.
Fees: $7 registration per semester.
Eligibility: Adults employed in industry or newcomers to industry.

Washington Technical High School
2800 Montgomery Street, St. Louis, Missouri

Like Hadley Vocational Training School, except both day and evening sessions; for negro students.

Trade Schools and Colleges

Essex County Adult Technical School
222 Morris Avenue, Newark, New Jersey

Conducted by: Board of Education for the Essex County Vocational Schools.
Approved by: Wholesale Dyers and Cleaners Association.
Subjects: Related and technical drycleaning and spotting.
Duration: 1 year.

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Dates: Fall and spring terms, 3 months each, 2 evenings per week.
Fees: No fee for those who work or live in Essex County. For others, $14 per term.
Eligibility: (A) Bona fide apprentices in drycleaning establishments; (B) employees in drycleaning industry.

Hampton Institute, Division of Trades and Industries
Hampton, Virginia

Subjects: Complete course in tailoring and drycleaning. Includes some academic subjects.
Duration: 4 school years and 1 summer internship.
Dates: Early September to end May; summer internship middle June to middle August.
Fees: Estimated expense for one college year $816.50, including fees, tuition, room, laundry, meals. Possibility of loans, part-time employment.
Eligibility: High-school graduates.
GI approved.

Los Angeles Trade Technical Junior College
Frank Wiggins Trade School
1646 South Olive Street, Los Angeles 15, California

Conducted by: Los Angeles Board of Education.
Subjects: Drycleaning (fundamentals only), silk and wool finishing, spotting, wetcleaning; practice and theory. Fabric analysis, busheling.
Duration: 10 months.
Dates: About September 1 to June 30.
Fee: Student body membership dues $5.50, plus small fee for materials.
GI approved.

North Georgia Trade and Vocational School
Clarkesville, Georgia

Subjects: Complete general drycleaning course. Spotting.
Duration: 12 months.
Dates: Enrollment at any time during year.
Fees: None for Georgia residents; out-of-state students $15 per month. Board, room and laundry $41 per month.
Eligibility: Minimum age 16, white. Both men and women. Out-of-state students eligible.
GI approved.

Oakland Junior College
Laney Trade and Technical Institute
237 East 11th Street, Oakland, California

Conducted by: Board of Education, Oakland.
Subjects: Spotting, pressing, ladies' tailoring.
Duration: Full school year of two semesters.
Dates: Regular school term.
Eligibility: Residents of Oakland or neighboring community.
GI approved.

School of Drycleaning Techniques
Central Training School
275 Lippincott Street, Toronto, Ontario, Canada

Conducted by: Board of Education, City of Toronto.
Sponsored by: Dry Cleaners Institute (Ontario).
Subjects: All phases of modern drycleaning. Theory and practice.
Duration: (A) Day school, 2 years, includes general high school subjects, correlated to theory and practice of drycleaning; (B) evening course, three nights a week all subjects.
Dates: (A) September through June; (B) October through March.
Fees: (A) None for Toronto residents, nonresident fee on request; (B) $5 registration Toronto residents, $15 nonresidents.
Eligibility: (A) Grade VIII or equivalent; (B) employment in industry.

Harry E. Wood High School
501 South Meridian Street, Indianapolis 25, Indiana

Conducted by: Indianapolis Public School System.
Subjects: Drycleaning, finishing, sorting, marking, assembly, spotting.
Duration: 9 months (2 terms).
Fees: None for Indianapolis residents; small fee for students from other parts of state.
Eligibility: Elementary education.

Commercial School

New England School of Dry Cleaning
226 Pleasant St., Malden 48, Massachusetts

Subjects: (A) Spotting practice and fundamentals of drycleaning; (B) advanced silk spotting; (C) management; (D) concentrated course.
Duration: (A) 10 weeks, 2 evenings per week; (B) (C) 10 weeks, one evening per week; (D) 1 week full time.
Dates: Fall, winter and spring classes.
Fees: (A) $100 plus $10 for laboratory materials and supplies; (B) $60 plus $5 for laboratory materials and supplies; (C) $65; (D) $110.
Eligibility: Student must be sponsored by employer or by state or local association.
NOTE: Special 1-, 2- and 3-day courses available to out-of-state cleaners and associations in any part of U. S. or Canada, by special arrangement.

Correspondence School

Hubbard Drycleaning and Redyeing School
Route 3, Charlottesville, Virginia

Subjects: (A) General course (for managers and owners). (B) Drycleaning. (C) Spotting. (D) Wetcleaning, bleaching and stripping. (E) Dyeing all materials. (F) Drycleaning and spotting. (G) Spotting and wetcleaning. (H) Drycleaning, spotting and wetcleaning. (I) Spotting, wetcleaning and dyeing. (J) Applied chemistry for garment cleaners.
Fees: (First figure cash; second installment payments) (A) $72.50, $87.50. (B, C or D) $32.50, $38.50. (E or F) $48.50, $57.50. (G) $38.50, $48.50. (H or I) $58.50, $68.50. (J) $50.00, $62.50.

FILMS FOR GROUP SHOWING

Drycleaning Industry

Title: After the Ball Was Over.
Subject: Public relations film dramatizing drycleaning skill, know-how and equipment.
Projection: 16 mm, sound, color, 23 minutes.
Produced by: Oklahoma Association of Cleaners and Dyers.
Distributed by: Arthur S. Davenport, Public Relations Director, Oklahoma Association of Cleaners and Dyers, 136 N.W. 13th St., Oklahoma City, Okla. (Prints have been purchased by many state and local drycleaners' associations.)
Terms: Sale, $256. (Prints not available for loan or rent outside of Oklahoma, except from associations.)

Title: Dollars at the Door.
Subject: Success story of drycleaner using Sanitone advertising materials.
Projection: 16 mm, sound, color, 22 minutes.
Produced by: Emery Industries, Inc.
Distributed by: Sanitone engineers.
Terms: Loan. Sanitone representative to be present at showing.

Title: Finishing of Pleated Trousers on a Utility Press.
Subject: Steps in one technique of trouser finishing.
Projection: 16 mm, sound, black-and-white, 12-15 minutes.
Produced by: National Institute of Drycleaning.

Distributed by: National Institute of Drycleaning, Silver Spring, Md.
Terms: Sale $25, or loan to NID members only. Borrower pays return postage. Available for instructional purposes.

Title: Finishing of Skirts on the Utility and the Offset Hothead Presses.
Subject: Steps in recommended skirt finishing technique.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: National Institute of Drycleaning.
Distributed by: National Institute of Drycleaning, Silver Spring, Md.
Terms: Sale $25, or loan to NID members only. Borrower pays return postage. Available for instructional purposes.

Title: Formatic Shirt Unit.
Subject: Shirt production.
Projection: 16 mm, silent, black-and-white.
Produced by: The American Laundry Machinery Co.
Distributed by: Local representatives, branch and division offices of The American Laundry Machinery Co.
Terms: Loan.

Title: It's All in the Finish.
Subject: Application and effects of synthetic-resin fabric finishes.
Projection: 16 mm, sound, color, 23 minutes.
Produced by: American Cyanamid Company, Textile Resin Department.
Distributed by: Vacuumate Corporation, 446 W. 43rd St., New York 18, N. Y.
Terms: Loan; borrower pays return shipping charge.

Title: Leave Less to Luck.
Subject: Soil removal and its research basis.
Projection: 16 mm, sound, color, 35 minutes.
Produced by: The Procter & Gamble Company.
Distributed by: Mr. D. E. Tuttle, Laundry Research Department, Procter & Gamble, Ivorydale 17, Ohio.
Terms: Loan.

Title: Mirza Rug Cleansing Machine.
Subject: Automatic rug cleansing.
Projection: 16 mm, silent, black-and-white.
Produced by: The American Laundry Machinery Co.
Distributed by: Local representatives, branch and division offices of The American Laundry Machinery Co.
Terms: Loan.

Title: More Dangerous Than Dynamite.
Subject: Dangers of home drycleaning and other home fire hazards.
Projection: 16 mm, sound, black-and-white, 10 minutes.
Produced by: Bureau of Communications Research.
Distributed by: State Fire Marshal, 507 Polk St., San Francisco 2, Calif., or National Board of Fire Underwriters, San Francisco, Calif. (west of Rockies); Bureau of Communications Research, 13 East 37th St., New York 17, N. Y.
Terms: Loan; borrower pays return shipping charge.

Title: One Method of Finishing Sack Coats.
Subject: Steps in one technique of sack-coat finishing.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: National Institute of Drycleaning.
Distributed by: National Institute of Drycleaning, Silver Spring, Md.
Terms: Sale $25, or loan to NID members only. Borrower pays return postage. Available for instructional purposes.

Title: One-Operator Silk Finishing Unit.
Subject: Installation, layout and operation of Excelsior one-operator unit.
Projection: 16 mm, sound, black-and-white, 25 minutes.
Produced by: Excelsior Machinery Company.
Distributed by: Excelsior Machinery Company, 1452 Randolph St., Detroit 26, Mich., or local distributors of Excelsior equipment.
Terms: Loan.

Title: Please Pass the Condensate.
Subject: Steam trapping for more production.
Projection: 16 mm, sound, color, 20 minutes.
Produced by: Yarnall-Waring Co.
Distributed by: Yarnall-Waring Co., Philadelphia 18, Pa.
Terms: Loan.

Title: Protecting Your Profits.
Subject: Equipment maintenance.
Projection: 16 mm, sound, color.
Produced by: The American Laundry Machinery Co.
Distributed by: Local representatives, branch and division offices of The American Laundry Machinery Co.
Terms: Loan.

Title: Selling Yourself.
Subject: Teaching counter girls and routemen to create better customer relationship.
Projection: 16 mm, sound, black-and-white, 25 minutes.
Produced by: Virginia-Carolina Laundry Supply Corp.
Distributed by: Virginia-Carolina Laundry Supply Corp., 212 W. Seventh St., Richmond 2, Va.
Terms: Sale to allied trades distributors $450; additional prints $100.
Also rented to plants and state associations $25; 72 hours time limit.
Customer pays return shipping charges.

Title: What's in Store for Laundries?
Subject: Merchandising.
Projection: 35 mm, slide film, black-and-white.
Produced by: The American Laundry Machinery Co.
Distributed by: Local representatives, branch and division offices of The American Laundry Machinery Co.
Terms: Loan.

Business—General

Title: All I Can Do.
Subject: Sales training.
Projection: 16 mm, sound, black-and-white, 23 minutes.
Produced by: Coopers, Inc.
Distributed by: Modern Talking Picture Service, Inc., 3 E. 54th St., New York 20, N. Y.
Terms: Loan; borrower pays shipping charges.

Title: The Easier Way.
Subject: Principles of motion study.
Projection: 16 mm, sound, black-and-white, 13 minutes.
Produced by: General Motors Corporation.
Distributed by: General Motors Corporation, 405 Montgomery St., San Francisco 4, Calif. (Western states); Department of Public Relations—Film Section, 1775 Broadway, New York 19, N. Y. (Metropolitan New York and Long Island); Department of Public Relations—Film Section, General Motors Bldg., Detroit 2, Mich. (other states)
Terms: Loan; shipped parcel post; express collect if requested.

Title: Experiment.
Subject: How to get along with people; humorous treatment.
Projection: 16 mm, sound, black-and-white, 12 minutes.
Produced by: General Motors Corporation.
Distributed by: See under "The Easier Way."
Terms: See under "The Easier Way."

Title: The Flow Process Chart and How To Use It.
Subject: Analysis of work operations.
Projection: 16 mm, sound, color, 1½ reels.
Produced by: Office of Scientific Research and Development.
Distributed by: United World Films, Inc., 1445 Park Ave., New York 29, N. Y.
Terms: Sale only: $96.64, less 10 percent to nonprofit organizations.

Title: The Invisible Receptionist.
Subject: Courteous, efficient handling of customers by switchboard attendants.
Projection: 16 mm, sound, black-and-white, 21 minutes.
Produced by: Bell Telephone System.
Distributed by: Any Bell System company in U. S. or Canada.
Terms: Loan.

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Title: Selling America Today.
Subject: Benjamin Franklin on sales training.
Projection: 16 mm, sound, black-and-white, 35 minutes.
Produced by: General Motors Corporation.
Distributed by: See under "The Easier Way."
Terms: See under "The Easier Way."

Title: Strange Interview.
Subject: Benjamin Franklin on employer-employee relations.
Projection: 16 mm, sound, black-and-white, 55 minutes. (Requires projector to handle 2000-foot, 17-inch reel. A 2000-foot take-up reel shipped with film. Also available on two 1200-foot reels.)
Produced by: General Motors Corporation.
Distributed by: See under "The Easier Way."
Terms: See under "The Easier Way."

Title: Telephone Courtesy.
Subject: Good telephone habits in business.
Projection: 16 mm, sound, black-and-white, 25 minutes.
Produced by: Bell Telephone System.
Distributed by: Any Bell System company in U. S. or Canada.
Terms: Loan.

Title: Thanks for Listening.
Subject: Value of good telephone habits to business users.
Projection: 16 mm, sound, black-and-white, 30 minutes.
Produced by: Bell Telephone System.
Distributed by: Any Bell System company in U. S. or Canada.
Terms: Loan.

Safety, Health and Maintenance

Title: Basic Principles of Lubrication.
Subject: Truck lubrication.
Projection: 16 mm, sound, black-and-white, 25 minutes.
Produced by: General Motors Corporation.
Distributed by: General Motors Corporation (see under "The Easier Way").
Terms: See under "The Easier Way."

Title: Color Conditioning for Industry.
Subject: Use of paint and light to improve efficiency and morale.
Projection: 16 mm, sound, color, 2 reels.
Produced by: E. I. du Pont de Nemours & Co., Inc.
Distributed by: E. I. du Pont de Nemours & Co., Inc., Motion Picture Distribution, Wilmington, Del.
Terms: Loan.

Title: Day in Court.
Subject: Traffic safety.
Projection: 16 mm, sound, black-and-white, 30 minutes.
Produced by: International Harvester Company.
Distributed by: Modern Talking Picture Service, Inc., 3 E. 54th St., New York 20, N. Y.
Terms: Loan; borrower pays shipping charges.

Title: Here's the Dope.
Subject: Route salesman ignores safety rules and lands in hospital.
Projection: 35 mm, sound slidefilm, black-and-white, 15 minutes.
Produced by: Zurich-American Insurance Companies.
Distributed by: Local Zurich Insurance Company agent. Write for name to Zurich-American Insurance Companies, 135 S. La Salle St., Chicago 3, Ill.
Terms: Loan.

Title: Light Is What You Make It.
Subject: Importance of good light to vision.
Projection: 16 mm, sound, color, 10 minutes.
Produced by: Walt Disney cartoon.
Distributed by: Chatham College, Audio-Visual Materials Center, Woodland Rd., Pittsburgh 32, Pa.
Terms: Rental.

Title: Live—and Let Live.
Subject: Highway safety.
Projection: 16 mm, sound, color, 10 minutes.
Produced by: Aetna Life Affiliated Companies.
Distributed by: Aetna Life Affiliated Companies, Public Education Department, Hartford 15, Conn. Branch offices or local representatives of Aetna Casualty and Surety Company.
Terms: Loan; borrower pays return shipping charge. Sale: $51.

Title: No Use Skidding.
Subject: How to avoid hazards of winter driving.
Projection: 35 mm slidefilm, sound, black-and-white, 20 minutes.
Produced by: National Safety Council.
Distributed by: National Safety Council, 425 N. Michigan Ave., Chicago 11, Ill.
Terms: Loan: Borrower pays shipping charges. Sale: $9.

Title: P. U. D. Driver Wins Again.
Subject: Typical day of pickup-and-delivery driver.
Projection: 35 mm slidefilm, sound, black-and-white, 20 minutes.
Produced by: National Safety Council.
Distributed by: National Safety Council, 425 N. Michigan Ave., Chicago 11, Ill.
Terms: Rental: $5 per week, return shipping charge. Sale: $20.50.

Title: Screw Drivers and Screw Jays.
Subject: Traffic safety.
Projection: 16 mm, sound, black-and-white, 12 minutes.
Produced by: Shell Oil Company.
Distributed by: Shell Oil Company, Film Library, 50 W. 50th St., New York 20, N. Y.; 100 Bush St., San Francisco 6, Calif.; 624 S. Michigan Ave., Chicago 5, Ill.; P. O. Box 2099, Houston 1, Tex.
Terms: Loan; borrower pays return transportation.

Title: Stop Fires, Save Jobs.
Subject: How industrial fires start; what to do about them.
Projection: 16 mm, sound, black-and-white, 19 minutes.
Distributed by: National Board of Fire Underwriters Film Library, Bureau of Communications Research, Inc., 13 E. 37th St., New York 17, N. Y.
Terms: Loan or purchase.

Title: Stop Them Before They Start.
Subject: Demonstration of fire hazards, including home drycleaning with gasoline.
Projection: 16 mm, sound, black-and-white, 14½ minutes.
Produced by: Automobile Insurance Company and Standard Fire Insurance Company.
Distributed by: Aetna Life Affiliated Companies, Public Education Department, Hartford 15, Conn.
Terms: Loan, borrower pays return shipping charge.

Title: A Way With Fires.
Subject: Promotion of fire prevention habits and proper operation of various types of fire extinguishers.
Projection: 16 mm, sound, black-and-white, 30 minutes.
Distributed by: Bell Telephone System, your local telephone company office.
Terms: Loan.

Title: What's Your Safety I.Q.?
Subject: Quiz on off-the-job safety, audience participation.
Projection: 16 mm, sound, black-and-white, 15 minutes.
Produced by: National Safety Council.
Distributed by: National Safety Council, 425 N. Michigan Ave., Chicago 11, Ill.
Terms: Rental: $5 per week, return shipping charge. Sale: $53.

General

Title: Backfire!
Subject: Defense of free enterprise.
Projection: 16 mm (also available 35 mm), sound, black-and-white, 15 minutes.
Produced by: American Economic Foundation and Princeton Film Center, Inc.
Distributed by: American Economic Foundation, 295 Madison Ave., New York 17, N. Y. (Also available on loan to NID alumni from Miss Edna Michelsen, National Institute of Drycleaning, Silver Spring, Md.)
Terms: Sale: $75 postpaid.

Title: The Price of Freedom.
Subject: Individual responsibility for protection of our constitutional rights.
Projection: 16 mm, sound, black-and-white, 23 minutes.
Produced by: National Association of Manufacturers.
Distributed by: General Motors Corporation (see under "The Easier Way").
Terms: See under "The Easier Way."

NOTE: 16 mm films may be shipped at the same postal rate as books. When this rate is used, label must bear the following notation: Sec. 34.83(e) P L & R (for nonprofit organizations), or Sec. 34.84(h) P L & R (for profit organizations).

BOOKS FOR DRYCLEANERS

Alterations of Men's Clothing. Second edition. By David Carlin. Fairchild Publications, Inc., 7 E. 12th St., New York 3, N. Y. $5.00.

Applied Science for Drycleaners. By George P. Fulton. National Institute of Drycleaning, Silver Spring, Md. $6.50; drycleaner members $3.25.

Briefs for Broadcasting. National Institute of Drycleaning, Silver Spring, Md. $1.00 (sold to members only).

Common Sense Incentives for the Small Shop. By Ed Vasselos and Harold Whitaker. Common Sense Incentives, P. O. Box 562, Sheboygan, Wis. $5.00.

The Consumer Speaks. National Institute of Drycleaning, Silver Spring, Md. 50 cents (sold to members only).

Establishing and Operating a Dry Cleaning Business. Revised Edition. U. S. Department of Commerce. Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. 70 cents.

Fabrics Today and Drycleaning. By Louis Goldblatt, Frank Pollatsek and William Seitz. Neighborhood Cleaners Association, 412 Lafayette St., New York 3, N. Y. $25.00; members $15.00. Supplement $5.00 to members and non-members.

The Fur Book. By David G. Kaplan. National Cleaner & Dyer, 305 E. 45th St., New York 17, N. Y. $5.00.

A Great Discovery Resulted From an Accident. National Institute of Drycleaning, Silver Spring, Md. $7.50 per 100 (sold to members only).

Guide to Construction and Remodeling. National Cleaner & Dyer, 305 E. 45th St., New York 17, N. Y. $1.00.

Guide to Plant Layout. National Cleaner & Dyer, 305 E. 45th St., New York 17, N. Y. $1.00.

How To Build a Greater Demand for Your Professional Laundry Services. Starchroom Laundry Journal, 305 E. 45th St., New York 17, N. Y. $1.00.

How To Clean Cotton Rugs. National Rug Cleaner, 305 E. 45th St., New York 17, N. Y. 25 cents.

How To Train Finishing and Folding Operators in the Laundry. Starchroom Laundry Journal, 305 E. 45th St., New York 17, N. Y. $1.00.

The Laundry Primer. Starchroom Laundry Journal, 305 E. 45th St., New York 17, N. Y. 50 cents.

Legislative Digest. National Institute of Drycleaning, Silver Spring, Md. $1.00 (sold to members only).

Let's Talk Dry Cleaning. By Fred DeArmond. Mycroft Press, 2115 Sherwood Rd., Springfield, Mo. $2.00.

The Lot System. By Claude E. Lucas. Pacific Laundry & Cleaning Journal, 121 Second St., San Francisco 5, Calif. $4.00.

Manual for Training Silk Finishers. By Laura Herrmann Porterfield. National Cleaner & Dyer, 305 E. 45th St., New York 17, N. Y. $1.00.

Manual for Training Wool Finishers. By Laura Herrmann Porterfield. National Cleaner & Dyer, 305 E. 45th St., New York 17, N. Y. $1.00.

Opportunity and a Future in the Drycleaning Industry. National Institute of Drycleaning, Silver Spring, Md. 25 cents.

Preserving Fashion Is Our Business. National Institute of Drycleaning, Silver Spring, Md. $7.50 per 100 (sold to members only).

Production in Silk Finishing. National Institute of Drycleaning, Silver Spring, Md. 50 cents (sold to members only).

Route Sales Management. By Fred DeArmond and George N. Graf. Moore Publishing Company, 48 W. 38th St., New York 18, N. Y. $5.00.

Silk Finishing. By J. W. Maher. National Institute of Drycleaning, Silver Spring, Md. $3.50; members $1.75.

The Spotting Department. By Clyde Covington. National Institute of Drycleaning, Silver Spring, Md. $3.50; members $1.75.

Storage for the Drycleaner. National Cleaner & Dyer, 305 E. 45th St., New York 17, N. Y. 50 cents.

Tables of Square Measurements. By Frank Trickey. David McKay Company, Inc., 55 Fifth Ave., New York, N. Y. $3.00.

Tailoring Suits the Professional Way. By Clarance Poulin. Chas. A. Bennett Co., Inc., 237 N. Monroe St., Peoria, Ill. $4.50.

Uniform Account Classification for Drycleaning Plants. National Institute of Drycleaning, Silver Spring, Md. $1.00.

Wage Incentive Procedures for Drycleaners. National Institute of Drycleaning, Silver Spring, Md. $1.00 (sold to members only).

Wetcleaning. By Norbert J. Berg. National Institute of Drycleaning, Silver Spring, Md. $3.50; members $1.75.

You Sell Service. National Institute of Drycleaning, Silver Spring, Md. 25 cents (sold to members only).

Your Cleaner Is Your Clothes' Best Friend. Recorded jingle, radio disc. National Institute of Drycleaning, Silver Spring, Md. $3.50.

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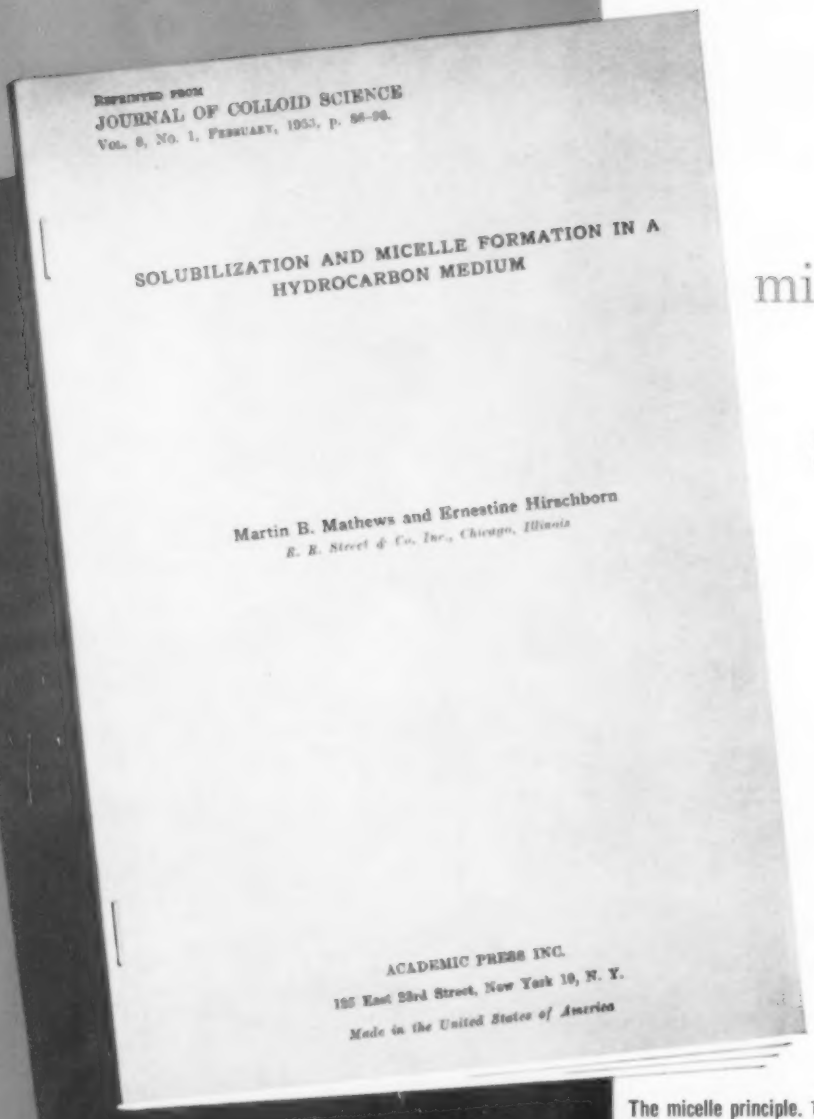

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SOLUBILIZATION AND MICELLE FORMATION IN A HYDROCARBON MEDIUM

Martin B. Mathews and Ernestine Hirschhorn
R. R. Street & Co. Inc., Chicago, Illinois

ACADEMIC PRESS INC.
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Study of micelle formation leads to scientifically controlled drycleaning

This pamphlet contains a paper prepared by two members of Street's research staff, Dr. Martin B. Mathews and Dr. Ernestine Hirschhorn.

It is reprinted from the February, 1953 issue of Journal of Colloid Science.

The original presentation was read by Doctor Mathews at the 121st National Meeting of the American Chemical Society, Buffalo, N. Y., March 23-25, 1952.

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***Read explanation of micelle principle on opposite page**

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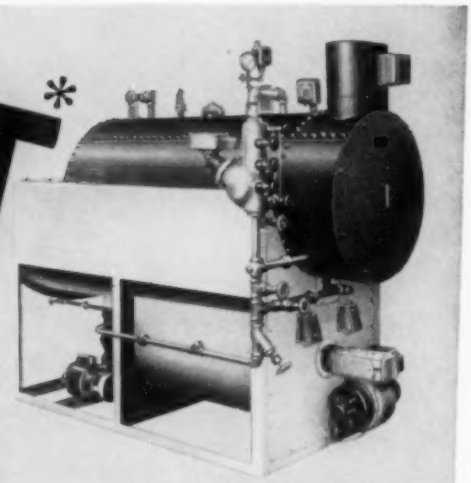

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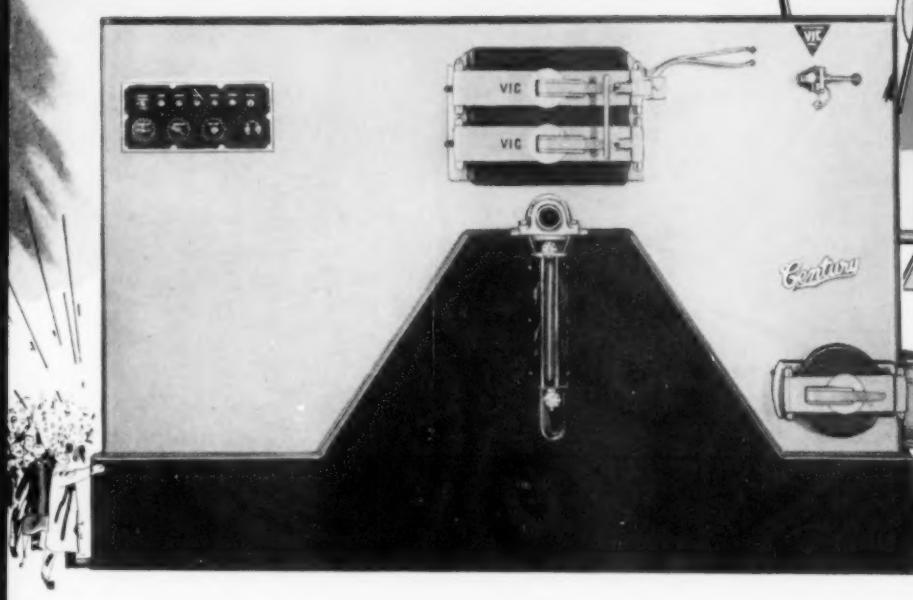

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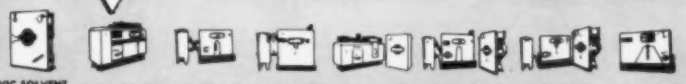

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I don't like to BRAG, but... when it comes to drycleaning, I'm an artist. Take pride in my work, I do. That's where Du Pont PERCLENE® comes in. With "PERCLENE," it's easy to make every cleaning job a masterpiece—really clean, fresh and odorless. Customers think a lot of work like that and keep coming back. Come to think of it, those Du Pont people must take a lot of pride in making "PERCLENE," too. And that makes all the difference.

THAT'S A FACT. Du Pont is proud of "Perclene" and of the long experience and drycleaning knowledge that stand behind it. You can always depend on "Perclene." E. I. du Pont de Nemours & Co. (Inc.), Electrochemicals Dept., Wilmington 98, Delaware.

DU PONT

BETTER THINGS FOR BETTER LIVING
THROUGH CHEMISTRY

PERCLENE®

PERCHLORETHYLENE

Du Pont's Quality Solvent for Drycleaning

PARA-LUX

Holds up to 12 neckties by tension without wrinkles or pin holes. Preserves perfect finishing.

TI-RAK

Keeps ties safely protected over Ti-Rak. Fine quality, heavy white kraft with sales-compelling message.

TI-BAG

Allows easy separation of garments on racks, either alphabetically or numerically. Hangs on racks just like garment hangers.

RAK GUIDE

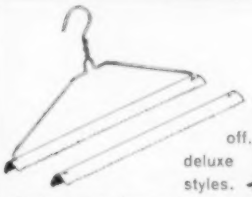
HANGER COVERS

Scientifically designed to create a cushion of air at neck and shoulders, thus fully protecting the final pressing operation. Self-sealing. No pins or staples required. Cannot fall off hanger. Quick, simple to use. Available with individualized advertising message.

PARA SEAL

Holds belts or single neckties firmly in place without pins by locking securely in place over hanger hook.

BELT ZIP



No lint rubs off. Standard and deluxe styles. Slotted ends fit all standard size wire hangers. Holds trousers smooth.

TROUS GARD

GARMENT HANGERS

Non-Shift is the original square top wire garment hanger. It is stronger to hold all types women's and men's garments. It anchors the garments in properly centered position, protects careful finishing and holds proper shape at all times.

NON SHIFT

Packaging helps for extra repeat business!

Perfect service demands perfect packaging. And you are certain of perfect packaging and proper protection for your services when you use PARA-LUX *Packaging. Leading dry cleaners and launderers have found that* PARA-LUX *helps to build extra business, too. Let us send you samples and prices on timely, effective, colorful, sales-promoting* PARA-LUX *packaging specialties. You'll soon learn the difference at your own cash register!*

COLLAR SUPPORT

Greater operator output is easy with this amazing collar support that prevents distortion and breakdown of collar. It is quickly inserted inside the collar band to remain in four-way, locked position.

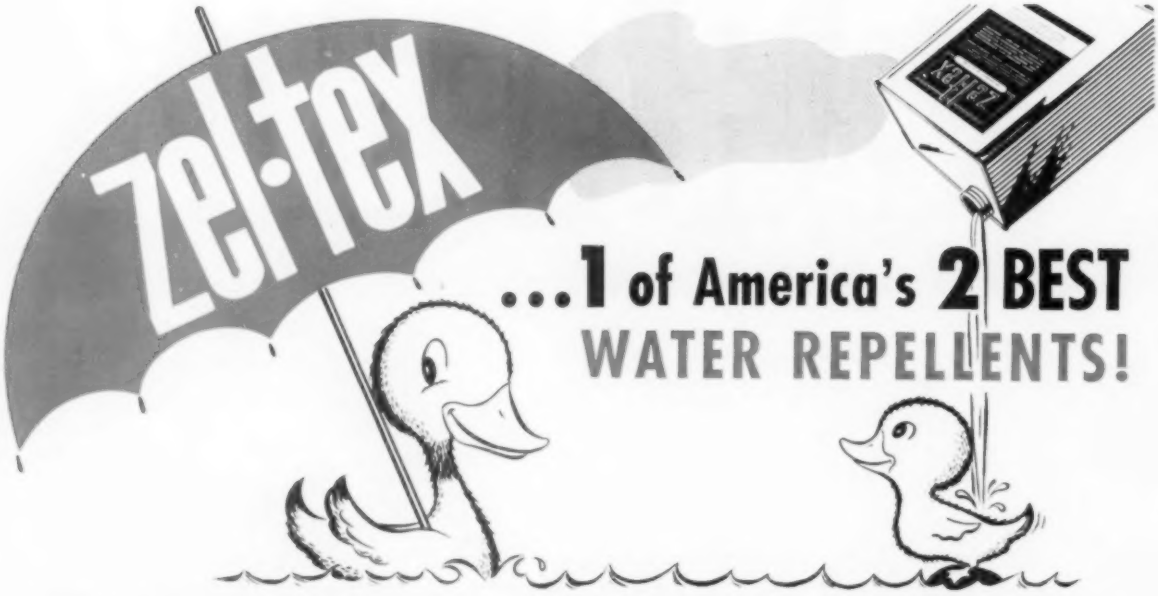
WING LOCK

Lincoln Bag Company, Inc.

Para-Lux Products Company

4200 WEST SCHUBERT AVENUE • CHICAGO 39, ILLINOIS

PACKAGING



...1 of America's 2 BEST WATER REPELLENTS!

NOW! GUARANTEED WATER REPELLENCY with NO STIFFNESS!

Proven time and again by plants in every part of the country. Proved procedurewise, profitwise, by public demand, **ZEL-TEX** water repellents! Ask your distributor for the facts on **Zel-Tex!** He'll tell you that among all other water repellency processes, old and new, **Zel-Tex** is taking the lead. Now acknowledged one of the 2 finest!

AMERICA'S TOP TEST LABS GIVE ZEL-TEX HIGHEST SPRAY RATING!

All things considered, simplicity of use, time involved, results, cost per garment, more cleaners are turning to **Zel-Tex! Zel-Tex** Thermofilm or **Zel-Tex** Sprayon as the water repellent they can depend on. The best they've ever used!

Build your silk department the **Zel-Tex** way. Silk garments are given new body, a spot resistent finish that guarantees you premium prices. In today's competitive market it's good business to give more to each customer and get more from each customer.

for petroleum plant spray or dip method.

A concentrated water repellent for use where drying facilities are available. Requires no pre-heating, mixes with equal parts solvent for spraying, before placing in drying cabinet. 5 parts solvent to 1 **Zel-Tex** for dipping.

for synthetic plants and press shops.

A mixed, ready to use water repellent that penetrates rather than just coating fibres. Requires no pre-heating, use full strength. Dries in well ventilated room without special equipment. Costs only a few cents per garment.

ORDER ZEL-TEX TODAY from your nearest distributor:

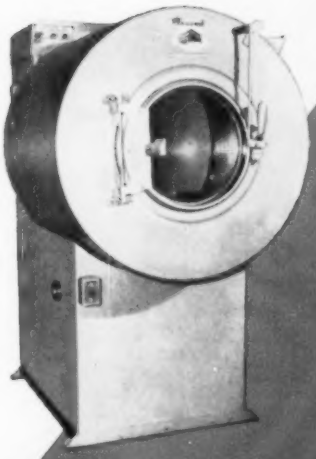
THERMOFILM WATER REPELLENT: is a plastic base product on the dry side that can be used with either synthetic or petroleum solvent. Requires no agitation to keep it in solution when above 65°. Adds no body or stiffness to a garment, and can be used safely on all fabrics. **Thermofilm Water Repellent** can be used in either a spray or immersion process. For spraying, the proper proportions are **one gallon of Thermofilm to two gallons** of synthetic or petroleum solvent. For immersion use **one gallon of Thermofilm to five gallons** of synthetic or petroleum solvent, extract lightly and tumble dry.

SPRAYON WATER REPELLENT: Ready to spray on as is, no diluting required. Dries rapidly without tumbling. Adds no body or stiffness to a garment, and can be used safely on all fabrics without fear of marks or rings. Only a light application is necessary, on any type of garment, for a 100% water repellent job.

For further details write: ZEL-TEX CO. • (P.O. BOX 1672) • VALLEJO, CALIFORNIA

4 .. Reasons

WHY HAMMOND EQUIPMENT MEANS.....



1. 75 lb. Open End HAMMOND Dry Cleaning Washer

2. 30" Stainless Steel HAMMOND Wizard Extractor with Automatic Time Clock

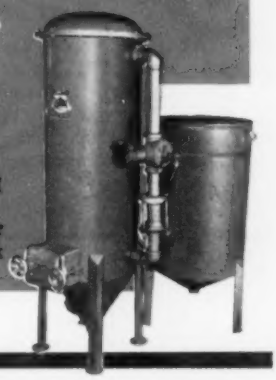
3. 80 lb. HAMMOND Steam Dry Cleaning Cabinet Tumbler

Quality Dry Cleaning

Today . . . your profit picture is determined by bigger production, better quality and speed while maintaining a level labor expense. That's why HAMMOND EQUIPMENT is preferred by most plant operators.

Designed for matchless speed and performance, HAMMOND'S big capacity, big production Quality Dry Cleaning Equipment can change your profit picture immediately.

See your nearest HAMMOND dealer . . . or write direct to the factory.



4. New 3,000 GPH HAMMOND Pressure Filter and Muck Tank

HAMMOND
LAUNDRY - CLEANING MACHINERY COMPANY

HAMMOND BUILDING WACO, TEXAS

Please send all available information about
HAMMOND AUTOMATIC LAUNDRY EQUIPMENT

NAME _____

FIRM _____

ADDRESS _____

CITY _____ ZONE ____ STATE ____

Why '56 Ford Trucks can bring new savings to your delivery work

Most efficient performers on any route—new '56 Ford Parcel Delivery units. Shown: P-350, new 8,000-lb. GVW.

Cut operating costs with modern Short Stroke power!

All Ford Parcel Delivery units are equipped with the new 133-h.p. *Cost Cutter* Six engine—the only Short Stroke Six in any Parcel Delivery truck! This gas-saving, low-friction engine design gives you responsive power with the kind of operating economy needed for profitable multi-stop delivery work.

Cut per-unit costs with up to 450-cu. ft. load capacity!

You get the *capacity* you need to plan longer, more efficient routes. Ford Parcel chassis take custom bodies with up to 450-cu. ft. loadspace. And they'll carry more *payload*, too. The P-350 model is now rated for 8,000 lbs. GVW; the P-500 for 15,000 lbs. New high-capacity tubeless tires are *standard*.

Save time and work with *Driverized* forward controls!

Ford Parcels get the driver's vote! Their convenient controls, roomy working area and *low* step heights cut driver fatigue—*cut delivery time, too.* And now, *Fordomatic* Drive and power brakes are available at worth-while extra cost on *all* models . . . for still greater driving ease and time savings.

There's new *safety*, too: a deep-center Lifeguard steering wheel and driver-adjustable Orscheln hand brake (standard on P-500, low extra cost on P-350). For *all-around savings*, see your Ford Dealer!

MORE money-saving features!

Ready accessibility of engine keeps service labor time and costs at a minimum.

New 12-volt electrical system with low cut-in generator for faster starts, better performance.

Free-turn valves, chrome-plated top rings, autothermic pistons and other long-life engineering features.

Brake life increased up to 33% with new, thicker brake linings (P-350). New bigger brakes (P-500).

New tubeless tires run cooler, give greater mileage, resist punctures and blowouts!

Chassis-windshield models offered in 104", 122" and 130" wheelbases for lower-cost body mounting.

OUT TO BREAK

SALES RECORDS?

YOU CAN DO IT

--WITH STOD-SOL,

DEOD. 125 and

APCO 140-F!

Business analysts predicted that 1956 would be a record-breaking sales year for drycleaners. And so it CAN be, if you run an efficient plant and give the customers what they want—Quality with a capital "Q." Key to both of these "ifs" can be APCO solvents, and the valuable "Test Bundle" Service which is free to our customers. Ask your Stod-Sol distributor for details.

APCO

INDUSTRIAL NAPHTHAS

PRODUCERS REFINERS

Anderson-Prichard Oil Corporation

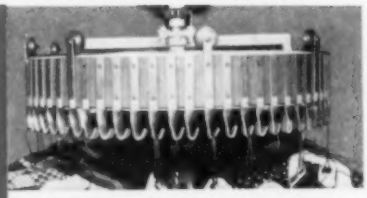
OKLAHOMA CITY, OKLA.

BRANCH OFFICES IN ALL PRINCIPAL CITIES

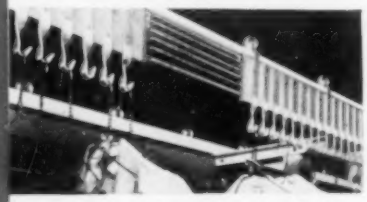
NOISELESS AUTOMATIC

EXCELSIOR RINN CALLVEYOR*

Pat. Pend.



Garments hang at a 90° angle to the conveyor belt — holds more yet eliminates wrinkling.



Quiet, chain-free operation eliminates clatter and lubrication. No oil spillage.

SELLS YOUR CUSTOMERS • SPEEDS COUNTER DELIVERY
KEEPS SYSTEM ACCURATE • SAVES GIRL'S TIME & ENERGY

Outstanding features make the *Callveyor* a 4 to 1 favorite with plantowners. Order a *Callveyor* now for exciting sales impact and smoother operation.

- **HEAVY LIFETIME FABRIC BELT** *No Noise — No Lubrication — No oil mess*
- **LIGHTWEIGHT yet RUGGED** *Stress engineered to permit heavier loads*
- **EASIEST LOADING & UNLOADING** *No crushing of garments at turns*
- **REVERSIBLE FOOT SWITCHES** *Can be operated from either end*
- **ADD MORE HOOKS ANYTIME** *As volume grows, bolt-in extra side sections as needed*

*Trademark Registered U.S. Pat. Off.

COMPLETELY PACKAGED

No expensive trucking or labor needed with the *Callveyor*. Delivered complete in two crates. Installs quickly.

ASK YOUR JOBBER OR WRITE DIRECT

Excelsior Machinery Company
1452 Randolph Street • Detroit 26, Michigan

Need More Payload Space?

CLEANERS AND DYERS FIND MORE "CARGO CAPACITY" IN THE NEW DIVCO "DIVIDEND SERIES" TRUCKS!

THIS NEW DIVCO 130″ wheelbase truck will pay dividends to you through its extra-cargo capacity. Picture this: A body load length of 12 feet with capacity of 470 cubic feet!

Here are more dividends for you. The Divco Model 42 was designed especially for fast, efficient multi-stop delivery, for long-life and low maintenance. The super six engine and 4 speed synchromesh transmission, and other power components, are easily accessible from inside the cab. Divco provides comfort and safety through passenger car smoothness of ride, wide-deep driver vision and short-turn-radius maneuverability.

You will cut maintenance costs, get greater protection for your cargo and reduce driver fatigue with the new Divco "Dividend Series" trucks. Phone your Divco dealer now for full information and a demonstration without obligation.

DIVCO CORPORATION, 22000 HOOVER ROAD
DETROIT 5, MICHIGAN

DIVCO TRUCKS

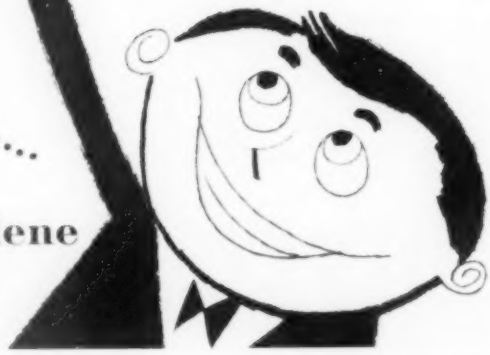
OVER 80% OF ALL DIVCOS PRODUCED SINCE 1927 ARE STILL IN SERVICE!

Diamond's GREATER STABILITY means more economical cleaning for you!

Here's a chance for real economy! DIAMOND PERCHLORETHYLENE cleans efficiently and gives you the lowest possible cleaning cost. Why? Because it has a higher degree of stability. DIAMOND PERCHLORETHYLENE was developed through DIAMOND research to meet the needs of modern drycleaning techniques. You'll find it's the money-saving answer to your own solvent requirements. Ask your DIAMOND Distributor for this new, improved solvent.

Your local DIAMOND Sales Representative can tell you the name of the nearest DIAMOND Distributor. Or write DIAMOND ALKALI COMPANY, 300 Union Commerce Building, Cleveland 14, Ohio.

Write for our new, fact-filled folder on DIAMOND PERCHLORETHYLENE. It's free.



DIAMOND ALKALI CHEMICALS

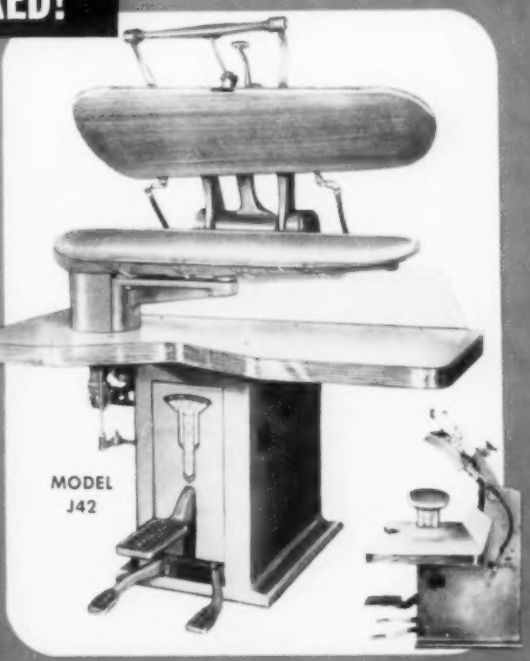
Diamond Perchlorethylene

...BASED on PERFORMANCE NEW YORKERS ARE PREFERRED!

FEATHERLIGHT*

The Streamlined Press with Fingertip Control

A GREAT PRODUCTION BOOSTER!



DOGWOOD
FINER FRENCH DRY CLEANERS
448 DOGWOOD AVE.
W. HEMPSTEAD, N.Y. IVanhoe 1-5520

New York Pressing Machinery Corp.
880 Broadway
New York, N. Y.

Gentlemen:

A short note to tell you that you can list the "Featherlight" among the New Yorker successes. We've found that all of your claims for the machine are as stated.

It has become our presser's sweetheart -- and a production booster as well. The fact that the operating head is as light as a feather and that it can easily be locked by hand are star features with us.

Thanks for advising us to install the Featherlight. It's just what we needed.

Very truly,

***THE FEATHERLIGHT New Yorker, The Ultra-Modern Steam Press With These De Luxe Features:**

- Compact, space-saving design.
- Saves 4 sq. ft. on each machine.
- Light-as-a-feather operating head — fingertip closing, locking, releasing.
- Adjustable hydraulic shock absorber.
- 3-point head suspension assures even pressure on all thicknesses of material.
- Improved packless steam valves.
- Most powerful steam vacuum dryer ever used.
- Attractive, sturdy pearl gray Formica table and backboard.

Write For Descriptive Literature

NEW YORKER

AGENTS IN ALL PRINCIPAL CITIES

NEW YORK PRESSING MACHINERY CORP.

880-888 Broadway (Cor. 19th St.) N. Y. 3, N. Y.

"Builders of Better Pressing Machines For Over 45 Years"

New York Pressing Machinery Corp.
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Please send me FREE illustrated Catalog, Price List and Nearest Dealer.

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Title.....
Firm.....
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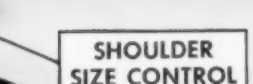
City..... Zone..... State.....
J NCD-3-56

FACTORIES: Paterson, N. J. • New York, N. Y.



CLOVER

Ask your jobber

for these time-saving, labor-saving stain removers

TarGo®

...for solvent-soluble stains. Action-loaded, concentrated spotter that takes out permanent lipstick, oxidized oil and grease, rubber-base paint, shoe polish, airplane dope, ball pen ink, tannin and other stains. Ideal for "lipstick loads." Can be flushed out on wet side *to avoid recleans.*

YellowGo®

...for dye stains. The titanium dye stripper that removes fugitive dye fades of any color, button rings, black buckram, etc. Not a bleach...safe on any fabric. Doesn't whiten off-whites nor mat wool. Use as a spotter or in a bath.

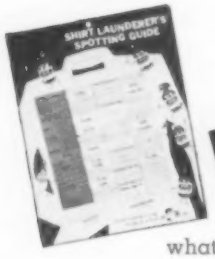
WriteGo

...for writing ink stains. New remover for *all* water-base ink stains. Works fast... does away with soaking, rubbing, use of ammonia or acid. Safe to all fabrics and most colors that are not affected by water or steam.

ExGo

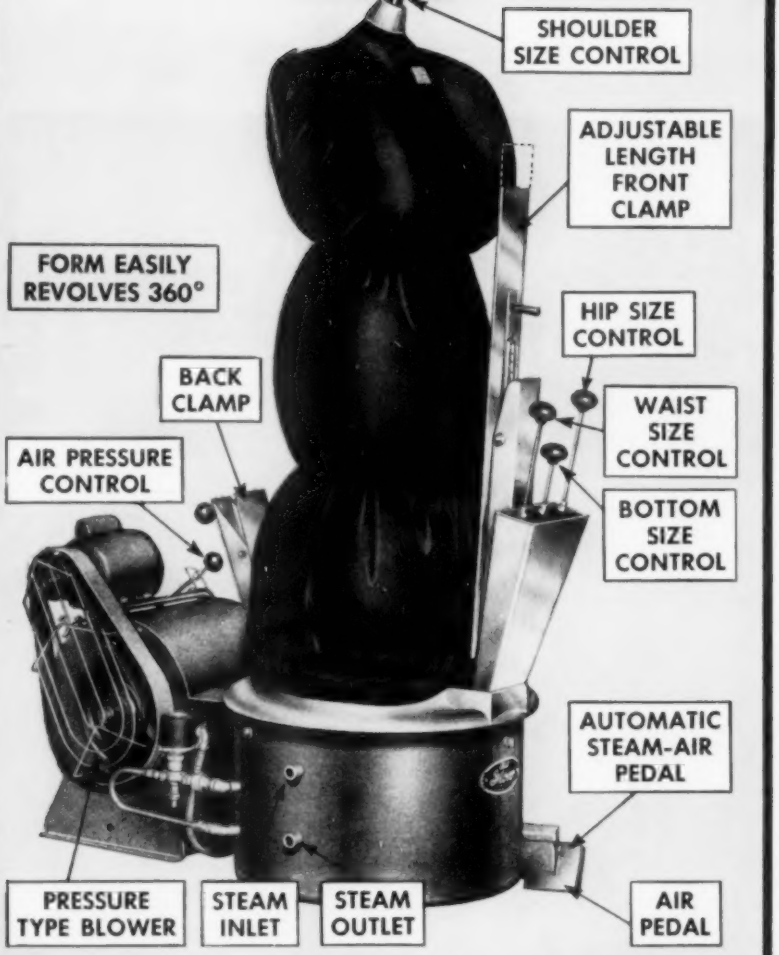
...for silver nitrate stains. New easy-to-use product that takes out stains from X-ray and photo developer fluid, argyrol and other silver nitrate base preparations. Also removes iodine stains; clears up tarnish on metallic fabrics, braids and buttons. Safe to colors and fabrics.

Leading jobbers everywhere carry these good WILSON "GO" PRODUCTS. Ask for them by name.



FREE

New "Shirt Launderer's Spotting Guide." Handy wall chart lists 19 common stains, shows what to use to remove them. For a copy write *A. L. WILSON CHEMICAL CO., Kearny, N. J.*



GLOVER Automatic Air Form

'presses' all materials faster, better without damage or stretching

Here's the answer for plants that want a single air form that will finish *all* types of garments with equal speed and perfection. It's the new automatic Bill Glover STEAM AIR FORM—the finest machine of its type ever developed. Check these outstanding features and see why the Glover AIR FORM is the talk of the industry:

GREATER AIR PRESSURE—Delivers more air at higher pressure.

AIR PRESSURE CONTROL—Since different materials require different amounts of air pressure, the Bill Glover AIR FORM is equipped with adjustable air control. This allows complete safety in the handling of stretchy, delicate fabrics such as crepes and jerseys—and at the same time provides sufficient pressure for shaping heavy, hard-to-work materials.

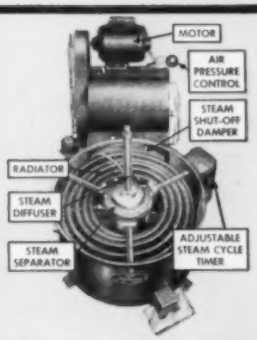
AUTOMATIC STEAM CONTROL—Steaming cycle is completely automatic. When sufficient steam has been released, air turns on automatically and remains on until operator turns it off. Operator does not need to tend machine constantly. He is free to handle other productive work while steam and air cycle is being completed.

CONVENIENT LOCATION CONTROL—All controls are within easy reach of operator. Form can be easily rotated. Foot control switch leaves both hands free to dress machine, straighten flaps, etc.

GREATER SIZE RANGE—Extra fullness of bag and greater range of control adjustment provides complete flexibility for all types of finishing. Machine does a quality job on all garments, from dresses to the new boxy type jackets and coats. Bag expansion at extreme bottom permits finishing longer garments.

ENLARGED HEAT EXCHANGER

Because the Glover AIR FORM has been built with a larger heating area, air is more quickly heated for faster, more efficient drying of the processed garment. This means more work can be turned out in less time.

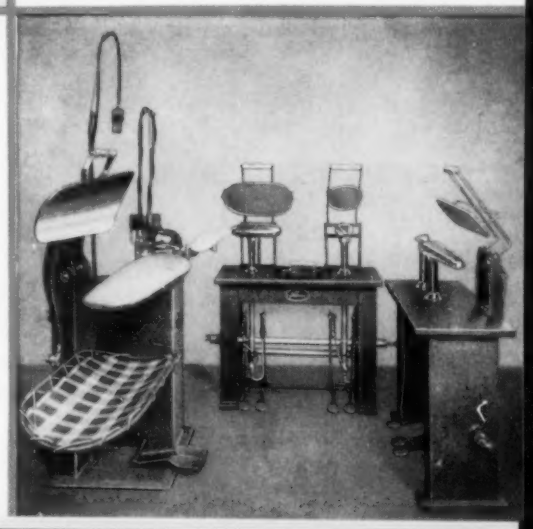


Get the Complete GLOVER Finishing Unit for Maximum Efficiency, Safer Garment Handling

This Silk Finishing Unit, together with the Glover AIR FORM, gives you a finishing department that's equipped for faster, better work with greater safety in fabric handling and improved operator efficiency. Silk Finishing Unit includes the Bill Glover Offset Press, manual or air operated, and the Bill Glover Fabric Head Puffers. Press and Puffers available with either steam or air vacuum. Ask your jobber for complete information on this superior finishing unit—or write the factory.

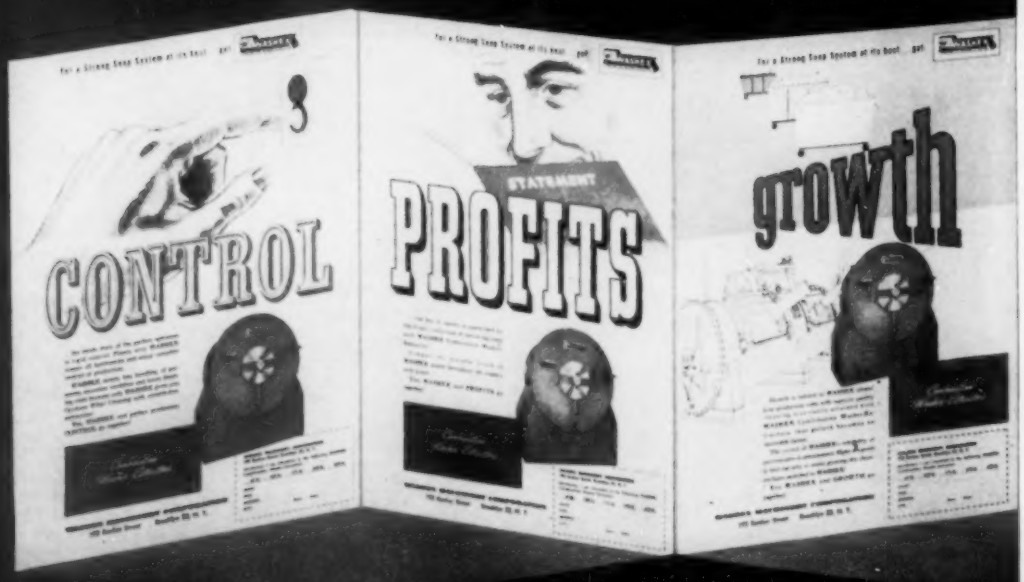
For prices, plant layout ideas and full details on Glover Finishing Units, see your jobber or write direct to factory.

Bill Glover, Inc. 5204 Truman Road Kansas City 27, Mo.



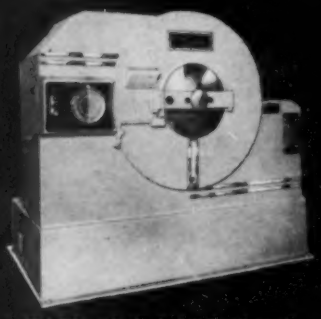
The Future belongs to those

WASHEX



WASHEX *Tube Filter*

The latest word in filtration. More filtering area . . . yet less floor space; automatic sludge actuator; attractive design.



"P-65" and "P-100" ***Packaged***
WASHEX
Combination Washer-Extractors
available in 65 or 100 lb. dry load capacities

Compact in design, efficient in operation. Open-pocket, open-end cylinder assures most effective, non-confining cleaning and easiest loading and unloading. Ideal for small-size plants. Easily installed.

"100" WASHEX
Combination Washer-Extractor
100 lb. dry load capacity

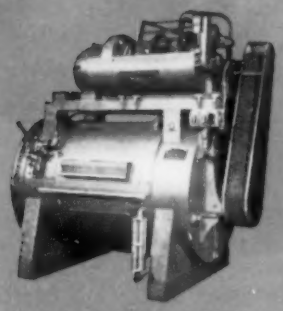
The outstanding favorite of medium-size plants for its easy loading and unloading of the open-end cylinder and for its consistent quality performance. The "100" is most suitable for the plant handling a growing volume in a limited space.

WASHEX MACHINERY CORPORATION

WASHEX
COMBINATION WASHER-EXTRACTOR

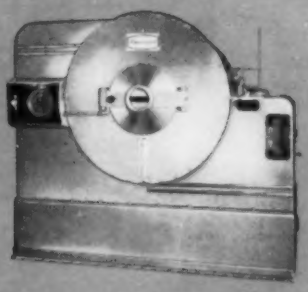
who select

...the industry's FINEST!



"200", "300", and "500"
WASHEX
Combination Washer-Extractor
available in 175, 270 or 450 lb. dry load capacities

For heavier-volume plants that demand superior quality at lowest operating costs. For many years the performance all over the world has been unsurpassed.



WASHEX *Syntomat*
65 and 100 lb. dry load capacity

Specially designed for perc solvents. Three loads per hour on two-bath operation. Open-pocket unconfined cleaning assures top quality results. Ideal for fast-service plants.

WASHEX *Auto-Cycle*

For complete automatic cleaning—either two-bath or single-bath — simply set the selector dial to any desired cycle . . . and automation takes over. Human-error factor is eliminated, uniformity of cleaning quality is assured.

192 BANKER STREET BROOKLYN 22, N. Y.

UNIPRESS

SALES AND SERVICE

Brings your

UNIPRESS DISTRIBUTOR

as close as your phone...

UNIPRESS 2-GIRL GLIDE-O-MATIC SHIRT UNIT

EXPERIENCED LAUNDRY EXPERTS Your UNIPRESS Distributor is an expert in laundry operations . . . well qualified to advise you on your plant layout. His experience will be invaluable to you in setting up an efficient layout which will increase your volume and profits, yet use *less* floor space!

FINEST LAUNDRY EQUIPMENT —He will offer you UNIPRESS laundry equipment . . . famous the world over . . . equipment designed to produce the highest quality finishes, and at the same time lower your initial investment, use less floor space and deliver an outstanding rate of production.

LONGER PRESS LIFE —The UNIPRESS Glide-O-Matic Shirt Finishing Unit, like all UNIPRESS equipment, is ruggedly constructed and simple in design to guarantee longer press life and fewer maintenance calls.

OUTSTANDING SERVICE FACILITIES —Your UNIPRESS Distributor maintains an efficient sales and service organization with factory trained service men available at all times.

ACT NOW —Call the man who gives you prompt, efficient service, and supplies profit-producing equipment . . . YOUR UNIPRESS DISTRIBUTOR!

PROFIT-PRODUCING UNIT —To obtain quality and production in shirt finishing, contact your UNIPRESS Distributor! He will recommend a UNIPRESS Glide-O-Matic Shirt Finishing Unit . . . an outstanding example of UNIPRESS creative engineering. It offers such features as *automatic* finishing of both bosom and body of a shirt in one simple, speedy lay . . . gliding press action . . . polished chrome heads . . . automatic pressure . . . and many more features.

FOR FINER FINISHING FASTER

THE UNIPRESS

2800 Lyndale Ave.
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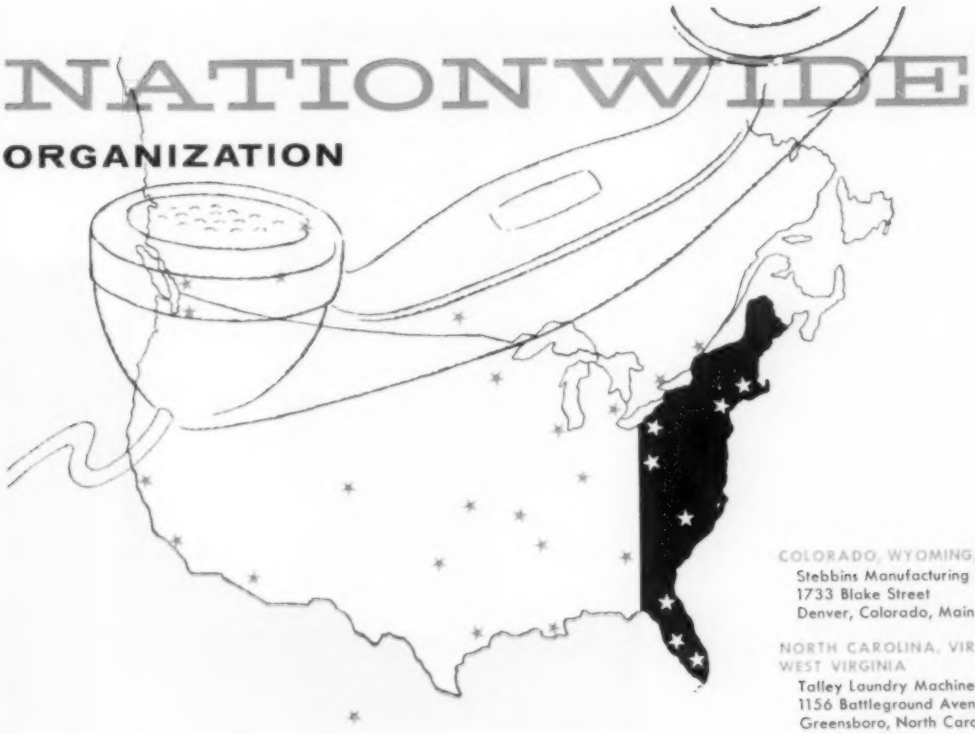

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Nicholson *steam trap* capacity *gives you*...

faster, more effective condensate removal

Write, today, for your copy of new Bulletin 10-55—for detailed information.

Nicholson capacity is greater than that of any other trap of the same size. And, greater capacity—right across the board—means the Nicholson trap discharges condensate and air from cleaning and pressing steam lines and equipment *faster*, more *effectively*.

- **powerful valve action—big husky bellows.**
- **positive shut-off—finely ground valve and seat.**
- **high capacity—effective use of large orifice.**
- **each unit service tested—with steam.**

When less than the best won't do, specify Nicholson.

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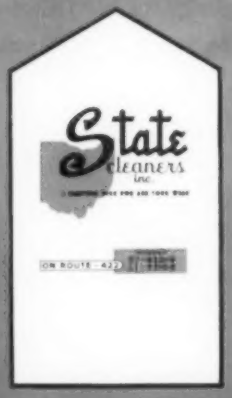

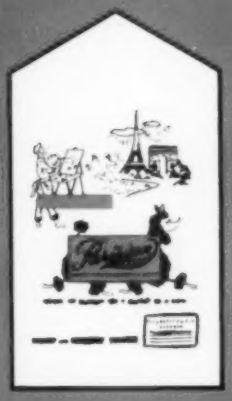

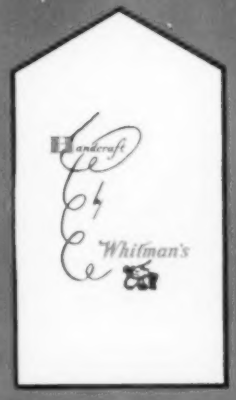

Sell your SERVICES WITH A LINCOLN Garment Delivery Bag!

Leading dry cleaners use Lincoln Garment Delivery Bags to sell their services . . . and to impress their customers with their quality and dependability. Only Lincoln offers such a wide variety of colored papers and such superiority of color, design and workmanship. The top quality of your service deserves top quality Lincoln packaging!

FREE! We will make up a sketch to your own requirements. Send us one of your present garment delivery bags together with your letterhead or other pertinent advertising material, and the name of your favorite jobber.

Lincoln Bag Company, Inc.
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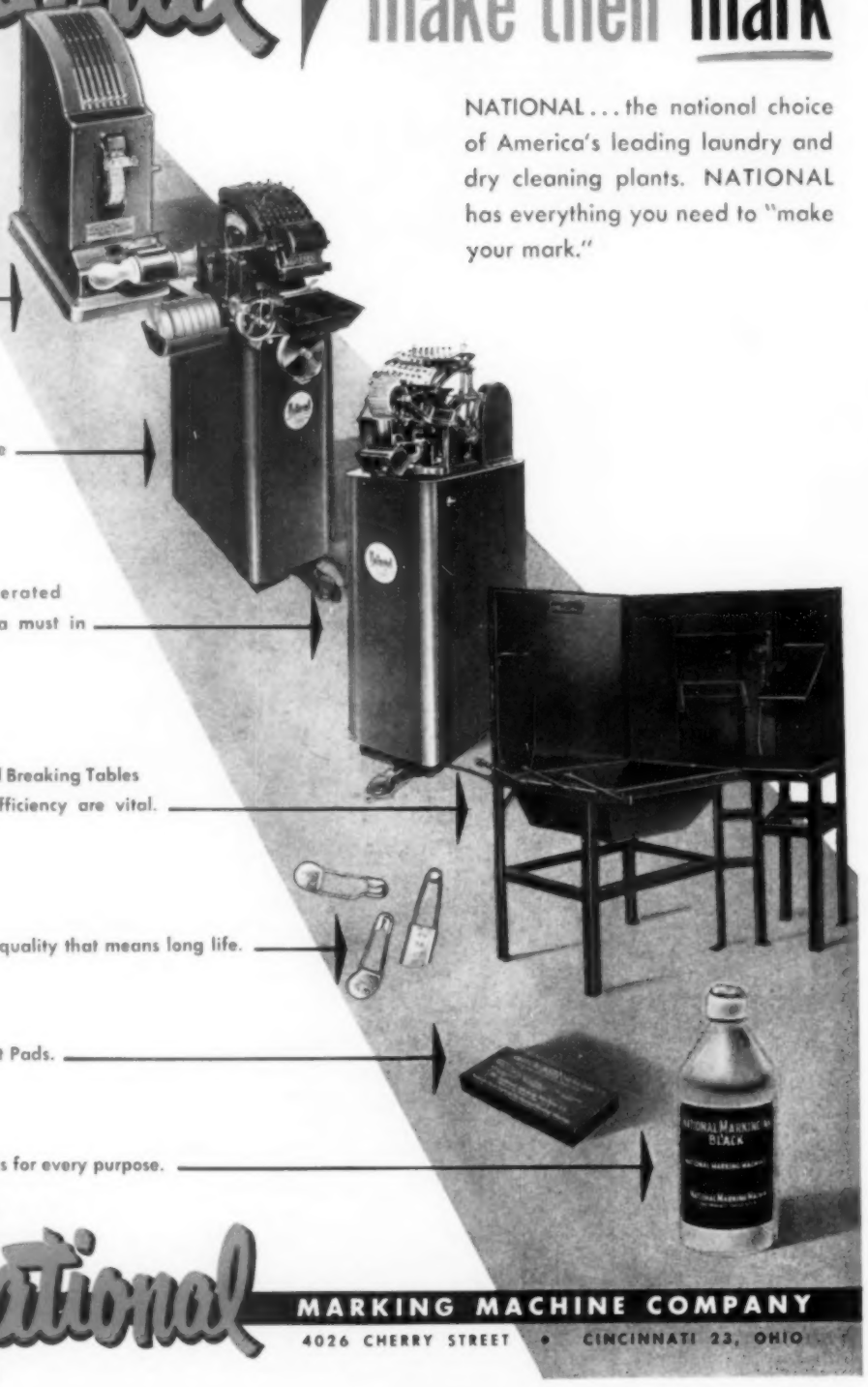
4200 WEST SCHUBERT AVENUE · CHICAGO 39, ILLINOIS
Serving the Thinking dry cleaners of America

National products that make their mark

NATIONAL . . . the national choice of America's leading laundry and dry cleaning plants. NATIONAL has everything you need to "make your mark."



National Lever Principle Hand Marking Machines . . . standard equipment in small laundries.

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National Power - operated Marking Machine No. 8 . . . a must in large laundries.

National Marking and Breaking Tables . . . used where speed and efficiency are vital.

National Net Pins for quality that means long life.

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THE National MARKING MACHINE COMPANY
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NOW YOU CAN MAKE SURE AND PREVENT COSTLY MISTAKES

TEST RUN the EXCELSIOR ONE-GIRL FINISHING UNIT IN YOUR PLANT

WHY ONLY EXCELSIOR DARES MAKE THIS STARTLING OFFER!

Our confidence is based on facts . . . facts which prove that Excelsior One-Girl Silk Finishing Units greatly increase the production and quality of finishing departments.

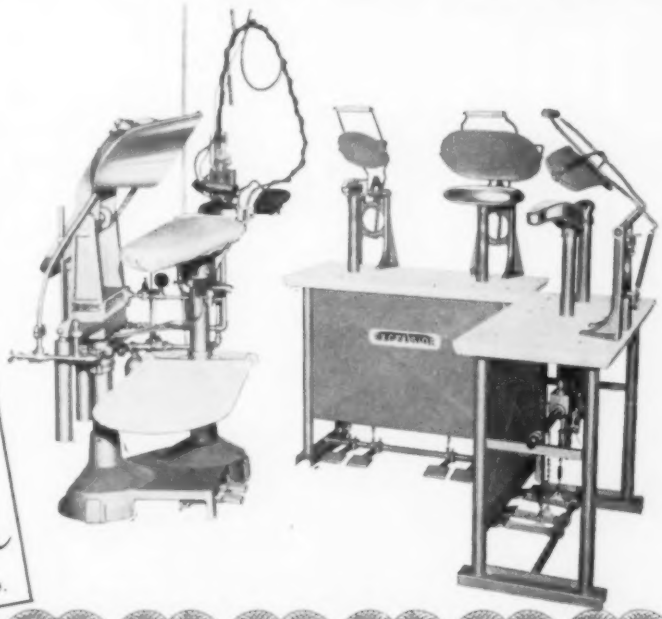
We have found that in every single case where Excelsior Units were installed and demonstrated, efficiency was immeasurably increased and the total cost per garment was lowered to a safe operating margin. This increase of productivity and quality cut the unit cost without affecting hourly rates.

We are confident every plant owner will want this opportunity to see for himself what the Excelsior One-Girl Finishing Unit can do towards increasing his net profit. We offer the Excelsior Test-Run Plan . . . 30 days of actual operation in your plant at little obligation on your part . . . so that you can buy with confidence.

Sincerely,

W. B. Caplan

EXCELSIOR MACHINERY CO.



HERE'S HOW YOU CAN GET YOUR EXCELSIOR ONE-GIRL FINISHING UNIT WITH THE TEST-RUN PLAN

1. **If you are an accredited dry cleaning plant, write or phone your local Excelsior Distributor and ask for the Test-Run Plan.**
2. **He will arrange a scheduled installation and demonstration.**
3. **You have the unit fully operating for 30 days in your plant.**
4. **If, at the end of the test-run period, you are dissatisfied for any reason, you can repack the unit in its original crate and return it, freight collect, without any obligation to purchase. You risk only tiny incoming freight and installation charges.**

This is a special introductory offer for a limited time only.

ASK YOUR JOBBER OR WRITE DIRECT

Excelsior Machinery Company

1452 Randolph Street • Detroit 26, Michigan

Why buy a truck in the dark?

"Oh, kick me!" cries Merchant Neal,
In a posture hardly genteel.
He bought trucks in haste,
Then the costly fact faced,
That he'd missed the Dodge Dealer's Deal!

If you buy a new truck after looking at only one make, it's like making a deal in the dark. A smarter way to buy is to "*spotlight*" *real truck* value—weigh and compare competitive claims with these Dodge truck facts:

Most standard V-8 horsepower of all leading makes—½-ton through 3½-ton range. You'll make faster trips—get more work done!

Shortest turning radius. You'll maneuver in traffic, and park more easily.

Biggest cabs, with biggest wrap-around windshield. You'll enjoy more comfort, safer vision.

Highest payload capacities . . . pick-ups providing up to 22% more payload than others.

Prices down with the lowest.

Next truck you buy, don't deal in the dark. Turn a bright light on the facts. See Dodge before you buy.

GET THE DODGE DEALER'S DEAL BEFORE YOU DECIDE

DODGE
Job-Rated
TRUCKS

WITH THE *FORWARD* LOOK

International's Garment Bags protect the good work you do in your shop. And your advertising on them in bright colors sells new jobs on the way to the customer's home. It's an eye-catching, low cost way to win new customers. Call your supplier today.

International Paper COMPANY
SOUTHERN KRAFT DIVISION
220 East 42nd Street, New York 17, N.Y.

"looked at all the Washer-Extractors" then bought Western Eagle

—L. H. Smith
Sanitary Cleaners
Mullins, S. C.

Yes, there are many reasons successful cleaners are glad they bought Western Eagle:

Mr. Ira E. Harreld of Harreld's Cleaning, Inc. says, "Our Western Eagle has given us finer quality cleaning than we ever dreamed was possible." Harold Gordon of Cooper Cleaners says, ". . . my cleaning room has more working area . . . finishing production has automatically stepped up due to less wrinkles than previously experienced."

In your plant, too—a Western Eagle can improve the profit picture not only in the Cleaning Room, but the Finishing Department as well.

See your Western Distributor or write for complete information today.

SANITARY CLEANERS
L. H. SMITH, JR. Owner
QUALITY—SERVICE

Western Laundry Machinery Co.,
North Kansas City 16, Mo.,

Gentlemen;

Mr. J. L. Hicks of the Central Supply Co., Columbia, S. C., recently asked me just what I think of the 70 lb., Western Eagle he sold me several weeks ago. Here's how I answered him:

"For the first time since I started in the dry-cleaning business, for myself, in 1937, I am completely satisfied with my cleaning". Mr. Hicks said he thought you might like to know this, therefore this letter. It might also be of interest to you that I attended all of the machinery shows for the last few years and looked at all of the Washer-Extractors before making my choice.

Yours very truly,
L. H. Smith Jr.

LAIRD BROS. CLEANERS
Varysburg, New York

August 23, 1955

Western Laundry Machinery Company
10th and Fayette Streets
North Kansas City 16, Missouri

Attn: C. D. Smith, Field Engineer

Dear Mr. Smith:

It surely does seem good to have a dry floor in our cleaning room, with no more tracking every time we walk from the cleaning room to any other part of the plant. And, that is just one of the many advantages of our new Western Eagle. It is saving us quite a lot of solvent as we wasted a great deal of solvent when transferring the wet garments from the washer to the drain cart and then to the extractor.

The work in the cleaning room is greatly reduced as no one is compelled to stand at the extractor nearly all day as was necessary with our extractor-rinse method.

We have always employed two spotters, but now we do not have work to keep one spotter busy even with as much or perhaps a slightly higher volume of business than in past years.

Another nice feature with this machine is the adaptability of it for any type of cleaning. We discovered this when we were cleaning our gowns by running them on manual control. We ran them on high solvent level with the cylinder not turning when taking on solvent and when draining. This way they do not get a hard drop and there is no danger of tearing the most fragile materials. They look beautiful when they come out.

The machine works fine; and my father, who operates it, thinks it is just wonderful. Also, we want to extend our thanks to you, Mr. Smith, for the fine job you did in supervising the installation. You certainly put your heart into your work and this means a great deal to a cleaner with a new piece of equipment which he knows very little about.

Very truly yours,
H. D. Laird
H. D. Laird
Partner

COOPER CLEANERS
NORTH KANSAS CITY, MISSOURI

HARRELD'S Cleaning, Inc.
KANSAS CITY 6, KANSAS
August 2, 1955

Western Eagle Combination Washer-Extractors are available in 70 lb. or 120 lb. capacities in manual, semi-automatic, or fully automatic operation.

Check The Rest—Then Own The Very Best!

Western Laundry Machinery Company

Dept. NC-3
420 East 10th Street
North Kansas City, Mo.

PRODUCE A WONDERFUL

Soft FINISH

CISSELL STEAM FINISHING BOARD

Here is basic equipment in your finishing department. The Cissell Steam-Finishing Board eliminates the use of a press in all silk finishing. Your finishing will be done WITH EASE . . . without pressure.

You'll use this unit for fast, beautiful skirt finishing—for plain, fancy and flat-pleated skirts . . . for blocking sweaters, scarfs and knitwear, for steaming high-pile fabrics, for finishing all fabrics WITHOUT SHINE . . . for touching-up hem lines on crepe and silk dresses with aid of pleat setter, for eliminating all seam marks. You'll like the way corduroy skirts, ties, draperies, blankets, spreads, and many miscellaneous items are finished. You'll note the absence of any nap pressed into garments. You'll get a SOFT FINISH. *Illustrated at left: Cissell Steam Finishing Board equipped with a Cissell Low-Boy Steam Electric Iron with Electric Thumb Switch, Water-Spray Gun and Condenser.*

W. M. CISSELL MANUFACTURING CO., INC. — LOUISVILLE 1, KY. Pacific Coast Office: 4823 W. Jefferson Blvd. — Los Angeles. Foreign Distributors write Export Dept. — Cable Code "CISSELL".

CISSELL

Consult Your Jobber

QUESTIONS and ANSWERS

Sizing Break-Up

What caused the shrinkage in this garment?—M. C., Missouri

Examination reveals that the fabric in the lady's suit you sent us is made from pure silk yarns containing a resin or sizing. We see no evidence of mishandling in the cleaning process and believe the shrinkage is due to a loss or break-up of the sizing and a subsequent relaxing of the fabric.

Generally when a garment has shrunk to any degree, a puckering in the area of the zipper placket and wrinkling in the linings and facing materials can be noted. While this is not evident in this case, it was noted that the lining hangs a little below the jacket indicating that some shrinkage may have occurred in this area.

I would suggest that the garment be treated with a dry-side sizing (not too concentrated) and then stretched to measurement, if possible. Occasionally, such a sizing will hold the measurements after they have been arrived at by stretching.

PROOF OF THE ARMSTRONG "UNIT TRAPPING" PUDDING

THEY say, "the proof of the pudding is in the eating." These plants have proved the Armstrong "Unit Trapping" pudding:

Morgens-Scott Cleaning Co.—Unit trapping effects $1400 annual fuel saving.

Peabody Steam Laundry—Unit trapping cuts coal consumption 20%, ups production 30%.

Eclipse Laundry & Dry Cleaning Co.—Unit trapping helps secure 100% increase in output with negligible increase in fuel cost.

SOLVENT FILTER AIR VENT

The Armstrong No. 21 Air Relief Trap gives positive venting under filter pressure. Inner parts are chrome and stainless steel. It won't stick, bind or clog. Send coupon for complete data.

ARMSTRONG UNIT TRAPPING CAN DO THIS FOR YOU:

1. Positively remove air and condensate from machines.
2. Make temperatures higher and more uniform.
3. Increase output.
4. Reduce heat loss.

Complete details are given in Bulletin No. 233. Mail coupon for your free copy.

ARMSTRONG MACHINE WORKS
850 Maple St., Three Rivers, Mich.

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ARMSTRONG MACHINE WORKS
850 Maple St., Three Rivers, Michigan

Please send me:

☐ Bulletin No. 233

☐ Data on the No. 21 Solvent Filter Air Relief Traps.

Name _____
(Please Print)

Position _____

Mildew Removal

Is removal of mildew on these drapes possible?—T. C., Florida

It seems very doubtful that the mildew on these drapes can be removed. To remove mildew, ordinarily, an oxidizing bleach such as sodium hypochlorite is necessary, but the fact that these draperies are made from silk, rayon and metal yarns makes it impossible to use much in the way of a bleaching agent, either oxidizing or reducing. A mild bleach such as sodium perborate, that might be used, would have very little effect on the stain. And, because the fabric has become tendered by the mildewed condition, it would probably be damaged further once it became wet.

Since you have evidently given the drapes a thorough cleaning job, it would seem that the customer will have to be satisfied at that point.

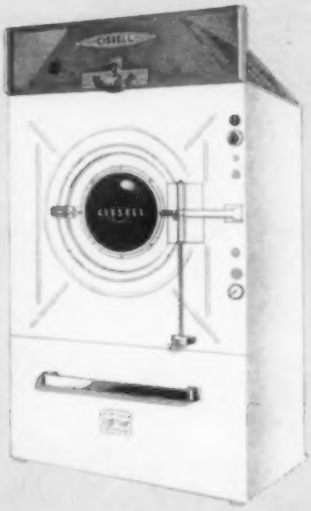
Leather Belt Stain

Can you determine what caused the peculiar yellow coloring around the waist and down the left side of this tan skirt? My customer says a leather belt is worn with the skirt, which might account for the coloring at the waistline but does not explain the discoloration on the side of the skirt.—B. C., Iowa

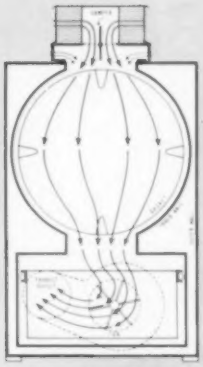
The stain at the waistline is no doubt due to the leather belt that is worn with the skirt. Examination of the stains down the side of the skirt reveals that they fluoresce under high-frequency ultraviolet light in exactly the same manner as the stains at the waist. We are, therefore, of the opinion that this streak also was caused by the leather belt which was evidently hung either from the garment itself or from a hanger in such a manner that it was pressed against the skirt. Perspiration probably caused

CISSELL

CISSELL 8-STAGE HEAT CONTROL REQUIRES BUT A SECOND TO SET OR RE-SET



SINGLE BASKET
36"x18"
36"x30"
42"x42"

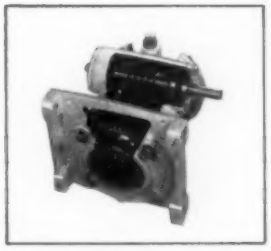


DOUBLE WALLS

DRYCLEANING TUMBLERS STEAM-HEATED

CISSELL GEAR REDUCER

Cissell-built for precision control of each part. Equipped with Timken Tapered Roller Bearings. Gears and bearings operate in a bath of oil. QUIET, LONG-LIFE OPERATION. No chains or noisy moving parts.



NO-SAG BASKET

Specially designed to withstand rough, day-after-day use. Extra large shaft. Constructed to permit quick removal of basket without disturbing drive or bearings. For access to basket, simply remove screws holding front panel . . . easy to reach even when tumblers are installed side-by-side.

FEATURES YOU WANT . . . AND NEED!

- Large volume of air for fast drying and complete deodorization
- Full-width lint drawer
- Positive heat control
- 2-way fire extinguisher
- Static steam spray from pre-heated chamber
- Separate fan and basket motors
- Simple maintenance

ALSO AVAILABLE: Cissell Laundry Tumblers: Double Basket "Twin": Single Basket 36"x18", 36"x30", 42"x42".

W. M. CISSELL MFG. CO., INC.
LOUISVILLE 1, KENTUCKY
Pacific Coast Office: 4823 W. Jefferson Blvd., Los. Angeles. Foreign Distributors Write Export Dept. — Cable Code "CISSELL".

Consult Your Jobber

the dye to bleed from the belt and onto the fabric.

Leather dyes, when they contact wool fibers, are very fast and it is doubtful whether this stain can be removed safely. The use of a wet-and-dry-type paint remover on the dry side followed by recleaning might be attempted. If you wish to make an attempt on the wet side, the best manner would be to soak out the garment in a bath of water to which have been added a wetting agent and some 28 percent acetic acid. Allow the garment to soak for 8 to 12 hours. Then rinse, extract, and dry at a cool temperature.

Stained Wedding Gown

Can you tell us what caused the yellow spots that appear across the front of this wedding gown? It had been stored in a box for two years.—P. C., Ohio

Examination under ultraviolet light reveals no evidence that the discolorations are the result of any contact dyestuff such as might bleed from another garment. On occasion garments stored in boxes of which the paper has been treated by a sulfur process will be affected and become discolored. Because we find no evidence of any actual dye condition in this discoloration we are more inclined to believe that the storage of this garment in the box may have had a part in causing this yellow-to-brown discoloration.

The fabric is made from acetate yarns. A chlorine bleaching agent will tend to clear the discoloration and may be used on the fabric. I would suggest the use of a 1 percent concentration of chlorine bleach (Clorox is 5.25 percent). This bleach can be further speeded up by the heat of the steam gun or by the application of an acid such as 28 percent acetic acid. Do not use the bleaching agent in such a way that it comes in contact with metal; it is best to use a towel or a similar absorbent under the stained area. Then flush the area and neutralize with either sodium bisulfite or a weak solution of sodium hydrosulfite.

When You Re-Pad GO with Arrow!

GREEN ARROW SPONGE PADS are the standard for doing better work on difficult-to-press items . . . the standard for economy in the plant where operational expenses, if unheeded, can eat up profit . . . the standard for quality installations on all varieties of dry cleaning presses! Once you turn to GREEN ARROW SPONGE PADS, you'll stay with it—all the way! It has a pressing pad special formula foam rubber top, silicone fibre insulating center and heavy asbestos cloth base. Fits with simple installation! A fully patented pad, often copied, never equalled.

NOW! Get **Double** The Features At One Low Cost With Green Arrow Cover 'N Pad Unit—
The famous GREEN ARROW SPONGE PAD combined with U. S. Rubber's Asbestali cover for a single installation at less cost.

SIZES and SHAPES for all DRY CLEANING PRESSES.
Order from your jobber please.

ARROW MANUFACTURING CO.
2924 TERRACE ST. • KANSAS CITY MISSOURI

Check these Advantages and Learn Why So Many in the Industry RE-PAD with ARROW:

- √ ELIMINATES SHINE
- √ ELIMINATES BUTTON AND ZIPPER BREAKAGE
- √ ELIMINATES NEED OF FLANNEL OR COTTON PADS
- √ OVERLAPS BUCK
- √ EASY CLEANING
- √ LONGEST LASTING
- √ SPEEDS PRODUCTION

Acid Areas on Blouse

What caused the fabric in this gray blouse to weaken and tear so easily in the given areas?—S. C., New Jersey

Examination of this garment under ultraviolet light reveals that the damaged areas are also areas that were subjected to the effects of perspiration or an anti-perspirant.

As a result, these areas became quite acid, and the acid condition broke down the resins in the cotton fabric. This, in turn, caused a weakening in the tensile strength of the fabric to the extent that the material would not withstand the normal mechanical action of the cleaning procedure.

Acid-Caused Holes

Did our mishandling through the use of harsh chemicals, as our customer contends, cause the holes in this gray wool jumper?—C. C. D., Connecticut

Chemical tests on the damaged areas of this garment show that the destruction of the fiber was caused by a strong mineral acid that is also present in other areas of the garment and will probably develop holes in these areas as well.

The tests we made show that the damaging solution had a pH factor of 2. This would mean that the solution was one of the strong mineral acids like hydrochloric, sulfuric or nitric acid. Acids of this type are never used in a drycleaning plant.

We are, therefore, of the opinion that the customer accidentally contacted one of the acids during wear. The most common source of such an

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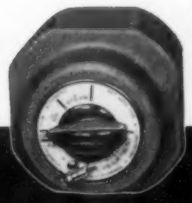

CISSELL-BUILT
TIME SWITCH

FREES OPERATOR FOR OTHER WORK!

STEAMS . . . DRIES . . . CUTS OFF AUTOMATICALLY!

FINISHES ANY SIZE GARMENT

—silk or wool—from size 1 to the largest!

Elevated steam valve, at top of extra large steam chamber, eliminates water . . . provides moist steam for fast finishing

Built for years of dependable service

- Adjustable waist, hip, lower controls.
- Adjustable shoulders (10½" to 19" expansion).
- Front clamp raises or lowers 5" for short or long garments.
- Rear clamp for holding vent of long coats.
- Cast aluminum shoulder form.
- Stainless steel frame.
- Cissell-built steam valve.

Damper between fan and heating coil directs uniform flow of hot air into nylon bag. Even when machine IS IDLE, gravity flow of air into bag keeps metal parts warm – ready for operation. Fully guaranteed for one year against manufacturer's defects.

CISSELL FORM FINISHER with 1 set of #24 Sleevers and 1 set of #11 Sleevers: **$500** F. O. B., Louisville, Ky.

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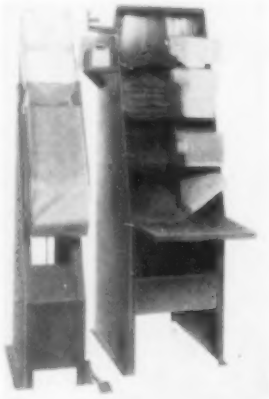
attractive, low-cost
SHIRT PACKAGING
with the
Scot Packer

REDUCE LABOR AND MATERIAL COSTS



The Scot Packer handles shirts, wearing apparel and flatwork, quickly and efficiently and requires less floor space. The Scot Packer can handle 150 shirts per hour, producing a firm, protective, attractive and easily handled package.

The Scot Packer—consisting of two sections, the Packer and Materials Holder, is readily adaptable to high production units. With rising labor and material costs the Scot Packer can be a real money saver in your plant.

Ask your jobber or write to:

THE SCOT PACKER • MACDONALD SERVICES

8519 Germantown Avenue, Philadelphia 18, Pennsylvania

acid is, of course, the common storage battery (sulfuric acid). Also possibly responsible are the strong mineral acids generally used in laboratory work and in some industrial occupations.

Trouser Burn

Can you tell us what caused the damage to this pair of trousers?
—R. C., Tennessee

Examination by microscope definitely reveals that this damage was caused by a burn. It is impossible for us to determine exactly the manner in which this occurred. There is the possibility that the fabric was severely charred prior to cleaning and for that reason was unable to withstand the cleaning action. There is also the possibility that the fabric was placed against a very hot object such as a steam pipe, iron, etc., that caused the burn.

Occasionally small fires occur in the tumblers of cleaning plants but certainly all employed would be aware of such an occurrence. Hand-finishing at home is a very possible source of this type of damage.

Mimeograph Fluid

Our customer spilled a bottle of mimeographing correction fluid all over the front of this skirt. We have had some, but not complete, success with removal. Is it possible to remove the fluid in its entirety without harming the material and color?—A. D. C., Michigan

This stain problem again illustrates the fact that there are definitely limits with regard to stain removal. This type of stain is one involving dyestuff, probably a direct dye that is very fast on cellulose fiber such as cotton, rayon and to some extent, acetate. Such a dye becomes fast on these fibers even at a low or cold temperature. If this type of stain occurred on a wool fabric there would be some possibility of safely removing it because the dye would not take very well on the wool fiber and thus could be quite easily soaked out with a wetting agent.

The sample you sent was made up of acetate and rayon fiber. The presence of acetate makes it somewhat resistant to bleaches, even chlorine bleach. Therefore, I attempted removing the dye by treating it with chlorine bleach as well as sodium hydrosulfite. Despite the fact that these bleaches are the strongest of their respective types, a loss of original dyestuff took place before the stain was affected. Also, prolonged soaking in wetting agent and water, and wetting agent, water and ammonia also proved ineffective. Neither did acid solutions appear to have affect.

In this case, I do not believe that there are any safe stain removal practices that could satisfactorily clear the fabric.

Loss of Dyestuff

Can you tell us what caused this new sweater to fade after its first cleaning?
—E. L. C., Georgia

There appears to be some shine on the sleeves of this garment but no mishandling in the cleaning process is indicated otherwise.

I am of the opinion that the dyestuff that has been lost in this garment represents a problem characteristic of Orlon fiber. It has presented a difficult dyeing problem and, in order to make the dyestuff penetrate to any extent, the dyers must resort to dyeing procedures under pressure and at temperatures as high as 275° F. Despite that consideration, the rinsing operations after the dyeing process will very often rinse the dye from the fiber.

I believe that the loss of dyestuff in this case was due to the fact that the dyestuff was not sufficiently fast to withstand the solubility of the solvent. This must be considered a failing in the fabric rather than in the cleaning process.

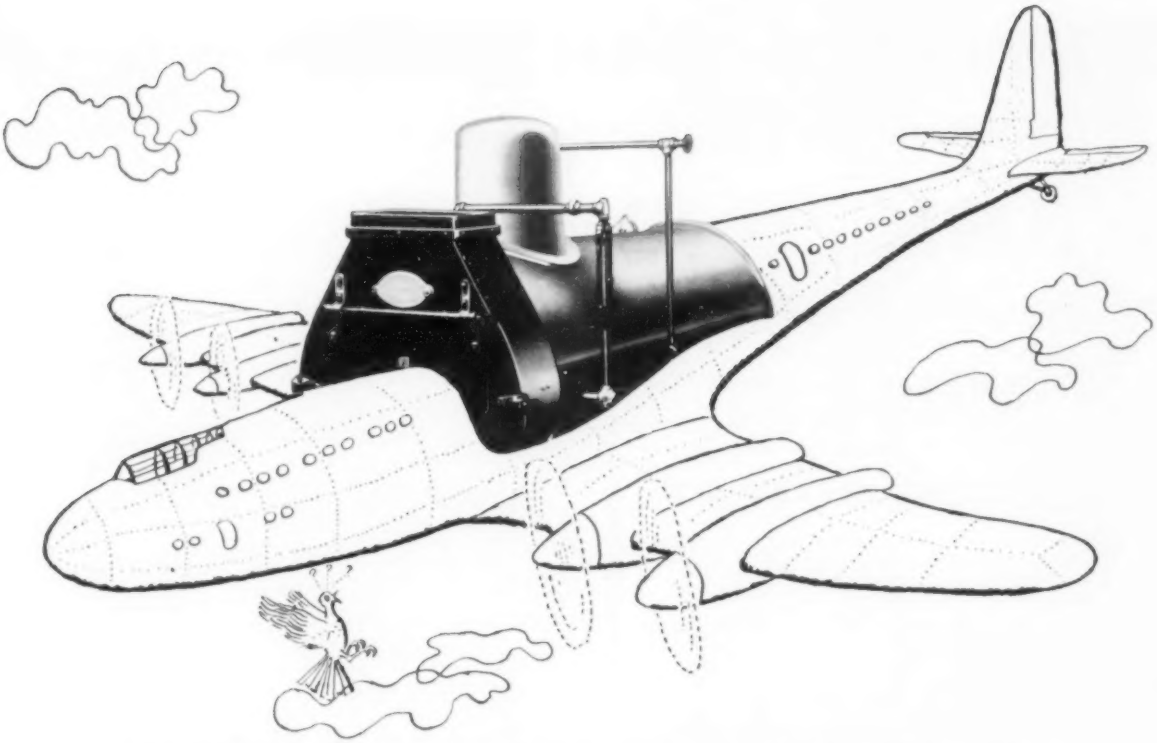
Oxidized Oil Stains

What caused the dark stains in this pink dress and is removal possible?
—V. C., New York

Examination of the stains on this garment under ultraviolet light reveals that they are typical of what are known as oxidized oil stains. Some of the common oils in this category are cooking oils, linseed oil, fish oils, mayonnaise, etc.

Stains of this type generally show up more after cleaning than before but should not be attributed to a failing of the drycleaner or his processing. It is characteristic of this type of oil to take on a dark gray to black color as it becomes oxidized and the heat necessary in finishing and deodorization may sometimes speed up the oxidation process. The use of heat in this manner is standard practice and represents no mishandling on the part of the drycleaner.

Unfortunately, once these stains have become oxidized they usually cannot be removed.



A Boiler Is Not An Airplane

An aircraft designer must sometimes be willing to sacrifice strength for speed and maneuverability. The world's strongest airplane might never get off the ground.

But boilers are different. You can have maximum strength and top performance, too. When heavy construction means greater reliability, longer life, there's no reason to switch to flimsy-lightweight construction. And that's especially true when you can get that extra strength at no extra cost.

You don't often think of buying boilers by the pound, but it might pay you to try it. Compare two boilers of equal rated capacity. If one weighs 50% more than the other, you can be confident that the additional weight is additional strength and material—which means fewer breakdowns, longer life. Leffel boilers have that extra weight—they give you a big bonus in reliability and length of service.

So before you buy any boiler, compare it with a Leffel boiler. But don't be misled by ratings. Many of today's flimsy scaled-down boilers must strain to reach their rated capacity even at the start and under ideal conditions. But conservatively rated Leffel boilers can operate at up to twice their rated capacity—day after day and through the years. They can really take it!

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We'd like to show you records on many Leffel boilers which have been operating continuously for 30 years with only a few dollars spent on maintenance parts. And w'd like to put our 94 years of steam generating experience to work for you. So fill out and return the attached coupon today. You'll get the help you need . . . fast. And without obligation.

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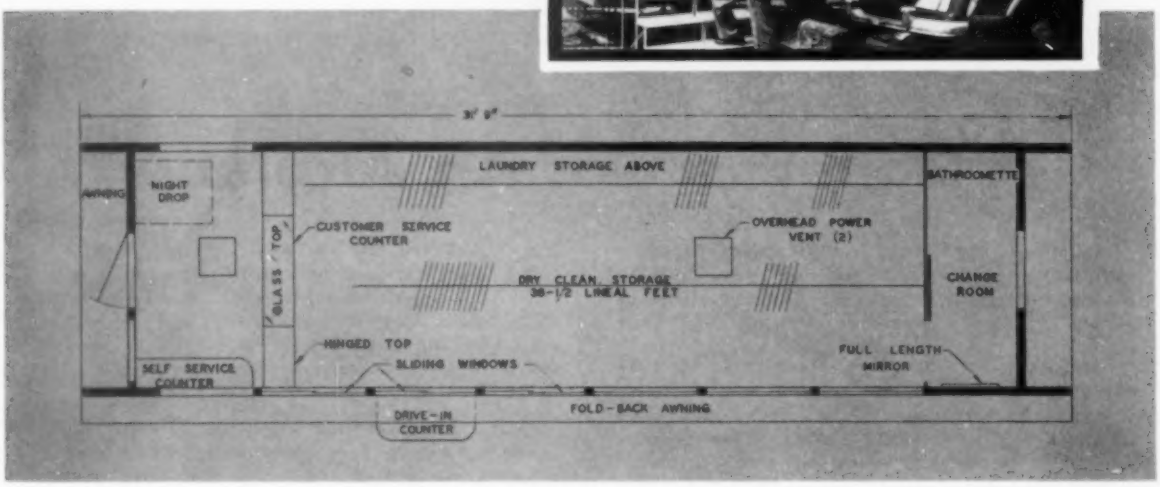
Tap the moving market with a

PARK 'N CLEAN No. 32

DRY CLEANING AND LAUNDRY

MOBILE

BRANCH OUTLET



The 32 foot Deluxe model at $3195 shown above is capable of handling $2000 weekly volume at $1.00 per suit and an average of $1.50 per laundry bundle.

Also available in 24 ft., 28 ft., 36 ft., 40 ft., Deluxe models. Optionals are offered in order that a customer may custom design his own mobile unit.

Price includes specially designed body on chassis, display windows, drive-in windows, customer service counter, change room partition, storage racks for laundry and drycleaning, fluorescent lights, overhead power vents, asphalt tile floor, wiring system with circuit breakers, and interior and exterior finish.

WRITE OR CALL FOR FURTHER INFORMATION:

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is best for your plant?

Your drying cabinet selection will depend on the job to be done.

But regardless of type, you should select a HOPKINS. Drying cabinets made by HOPKINS combine more features and more *exclusive* features, for the money than any other kind.

Cabinets for every use, in any plant, in any size are included in the HOPKINS line. More HOPKINS drying cabinets have been sold than all other makes combined.

See your nearest equipment jobber or send the coupon for more complete information on the cabinets in which you are interested.

Hopkins
EQUIPMENT CO.
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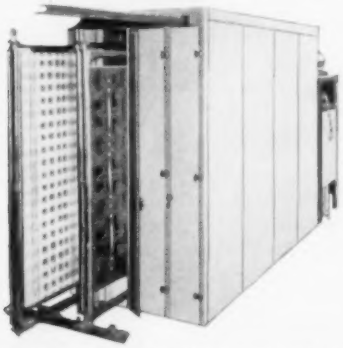
Hopkins
Drymaster Cabinet.
Exclusive "up-draft" Heatmaster unit, and double steel wall with triple "aircel" insulation between. *Also available with sliding doors.*

Hopkins
Red Line Cabinet.
Quality features at a low price. Non-insulated. Famous Hopkins heating unit.



Hopkins *Drymaster* Cabinet, combined with *Squareway* Curtain and Blanket Stretchers.

HOPKINS EQUIPMENT CO.
Hatfield, Pa.

Please send me information and prices on the Hopkins line of drying cabinets.

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This ONE Machine

DOES ALL ALTERATION WORK . . .

2 MACHINES FOR THE PRICE OF 1!

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Does the Work of 2 Machines

BLIND STITCHES BEAUTIFULLY ON ALL MATERIALS

Perfected to Overcome Alteration Problems, Puts this department on the Profit Side.

HEMMING • REINFORCING FINISHING
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Hems dresses, skirts, coats, coat linings, trouser cuffs, curtains. Reinforces trouser seats and worn spots.

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One Month will convince you that this machine is indispensable

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You Make More Sales By Giving The Public What It Wants!

There are scads of water repellents on the market—you can buy some of them pretty cheap, too. But profits come not from what a man can buy but from what he can sell—and the big selling water repellent garments are those with the "*Cravenette*" label. When you say to a person who wants a garment processed, "our service is '*Cravenette*' service", the customer knows exactly what you mean and has confidence; you don't have to explain—or as they say in politics you don't have to buck City Hall.

Processing of garments for water repellency is one of the most rapidly expanding of all services today among progressive drycleaners, and it can be a highly profitable service if it is a highly salable service—if it is "*Cravenette*" service—the pioneer of all water repellents and famous for almost 70 years.

What with today's heavy costs, it is imperative to have services that are profitable and salable. We will be glad to give you full information—together with good ideas for making the most of your water repellent service. Write, or just use the coupon.

The Cravenette Company, U.S.A.

EIGHTH AND MADISON STREETS, HOBOKEN, N. J.

Since 1887 the world's leading producer of water repelling preparations for garment fabrics

THE CRAVENETTE COMPANY, U. S. A.
8th and Madison Streets, Hoboken, N. J.

Please send me full information concerning the "Cravenette" water repellent service for drycleaners.

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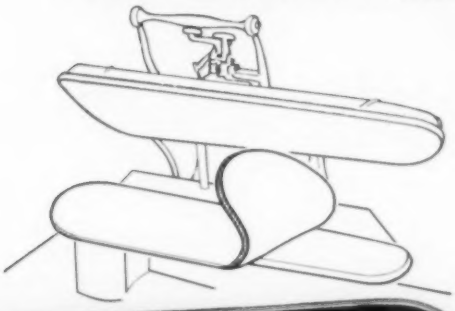
PRESS PADS

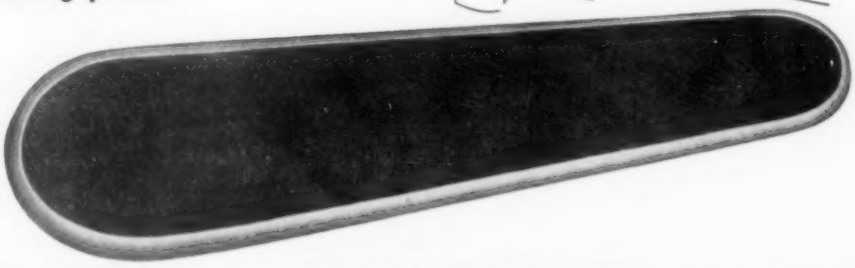
. . . the perfect Press Pad for your dry cleaning presses

PERFEX combines all the important features necessary for maximum efficiency on your dry cleaning presses. This remarkable pad will pay for itself by the savings in time, labor, material and equipment.

For All Dry Cleaning and Garment Manufacturer's Presses



Made with rust-resistant monel-mesh —will not harden or pack down.



SAVES PRECIOUS MANPOWER HOURS — Eliminates frequent, costly pad changes — due to its long life and dependable service.

PRODUCES QUALITY PRESSING — ELIMINATES SHINE — Constant resiliency permits smoother, more uniform pressing.

CUTS DOWN BUTTON BREAKAGE—The soft cushioning action incorporated in the construction of the **PERFEX** reduces button breakage and replacement costs.

INCREASE PRODUCTION — Open weave, porous construction permits faster passage of steam.

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IS GUARANTEED—The **PERFEX** Dry Cleaning Press Pad carries the usual RESILLO Guarantee.

Especially recommended for high production cleaning plants . . . for clothing manufacturing plants.

Resillo WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF METAL PRESS PADS

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ONLY OLSON

BRINGS YOU SUCH *SUPERIORITY* OF PERFORMANCE

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OLSON *Tubular Screen* FILTERS

Protected by patent No. 2,693,882

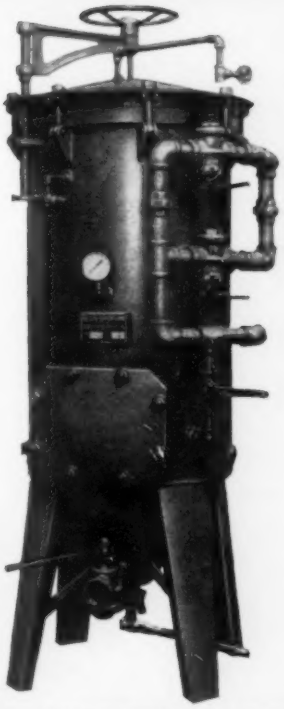
THE ONLY FILTER WITH *ALL* THE ADVANTAGES OF

"UP-FLOW" Tubular Construction! Filtering surface expands as the filtering process progresses; reduces build-ups, increases cycle duration.

BLIND-PROOF CONSTRUCTION! Openings are "straight through" . . . no crevices, no ridges. All filtering is done on the surface — in seconds.

AUTOMATIC SELF-CLEANING! Turn two valves . . . the filter **cleans itself** in minutes — not hours — without messy scraping or changing bags.

PROVED PERFORMANCE in America's leading plants using the "charged" or regular solvent method . . . and the "closed" or "flow" system of operation.



OLSON FILTERS NOW FILTER MORE THAN 5 MILLION G.P.H.

. . . . . and STILLS . . . . . .

OLSON Heavy Duty VACUUM STILLS

FASTER RECLAMATION at lower cost per solvent gallon!

Olson Stills mean high-speed, self-operating, low-cost reclamation and perfect distillation. Saves steam and water, too — thanks to Olson's duo-purpose Pre-Heater and removable Heating Element. Now these outstanding features are available in a new "pre-mounted" model — the new

OLSON 50 GPH "PACKAGE" STILL

complete with pump and piping, mounted on a steel plate . . . ready for quick, easy installation and years of fast, inexpensive distillation. Mail coupon for complete details.

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The Oldest Name in Drycleaning Filtration

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SERVICE THAT CONVEYS **CONFIDENCE** BRINGS **BETTER BUSINESS**

The "Plan For Profits"*

Progress Report No. II

Last month, in "A Report To The Industry," we introduced the Fumol "Plan For Profits," recommended as your plan for 1956. It's a simple, but logical plan created to help you expand your business in a new direction, with profitable results. As explained last month, it is made up of three basic ingredients:

1. A new, improved Fumol Moth Protection that challenges the claim of any other product in the field.
2. Intelligent merchandising of your service on the quality level rather than gimmicks unrelated to your service.
3. A line of resale products (closely related to textile maintenance) to bring your service into your customers' homes, make them more dependent upon you as a textile maintenance expert, PLUS opening for you a new source of profits.

* * *

LATEST DEVELOPMENTS

Getting cleaners used to the idea of selling resale items was tough at first, but test areas are showing results. Other manufacturers are cooperating by offering their lines. By using Fumol products as an example we can best show the progress:

A particular cleaner was shown the figures of the Dept. of Agriculture estimate of the $500 million dollar moth damage expected this year. By featuring Fumol Moth Protection service (which costs him less than ¾ cent per garment) he is estimating 11% more volume based on only one extra garment per customer (this estimate is admittedly conservative). In addition, while his customers are moth-conscious, he will show them the 16 oz. aerosol can containing Fumol Moth Protection and recommend it for use at home on rugs, upholstery, etc. Coming from the textile maintenance expert, she will find it a boon to her storage-season tasks. Each can he sells brings a 69¢ profit; more than he makes on most garments.

Another cleaner ordered two dozen cans of Clo-Deo because he wanted to get rid of the musty odor in his plant that crept up front. Many customers remarked on the freshness of the odor and in one day he had sold 22 cans, retail. Extra profit that day was $15.18 without even trying. Now, he displays the cans permanently on his counter.

Another cleaner took our permanent display unit (see photo) which holds the above two products plus Fumol Silicone Water Repellent. The Silicone was his answer to his customers for the home treatment of Orlon-Dynel coats, for children's outerwear, for sportswear and many other uses; this is truly an all year 'round item. Not only did it brighten up his counter, but now he wants one for his window. Every can he sold brought his service into his customer's home, and he made an extra profit, too!

By the time this issue goes to press we will have had our first meeting with a group of cleaners in the midwest. In a future report we will announce the results. This will be the first area where a concentration of plants has been introduced to the "Plan For Profits." As soon as possible, we will try to cover other sections of the country.

Watch your trade press for reports of this new concept of business expansion. For further information as to how *you* can participate, see your jobber salesman or write us direct. We will gladly keep you informed.

FUMOL "PETE" for petroleum systems

"FUMOL CYNTHIA" for synthetic systems

SERVICE that conveys CONFIDENCE brings BETTER BUSINESS

FUMOL

* Reprints of Reports I and II are available to distributors, associations and plant operators upon request from Fumol Corp.

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Reclaimers and Dryers for every requirement . . . handle all loads from the smallest to the largest!

RECLAIMERS

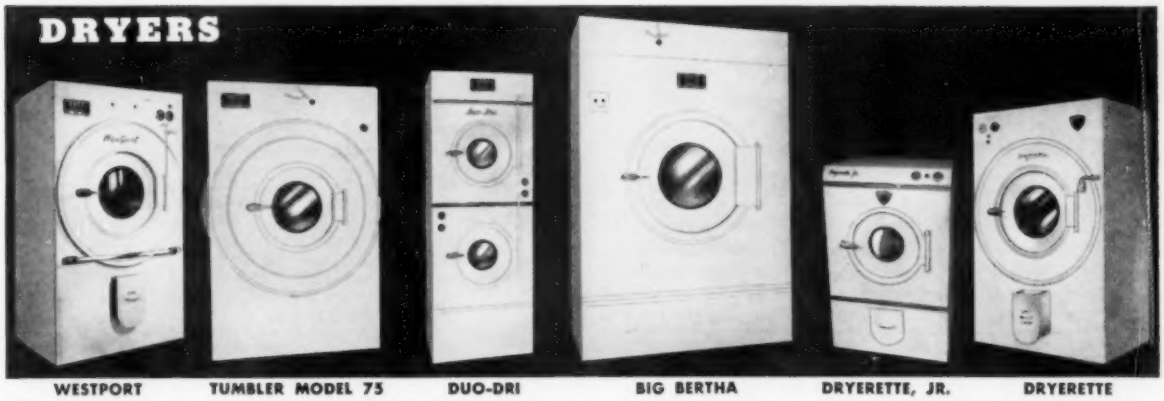
SUPER-FAST SOLVO-MISERS
This series cuts reclaiming cycle up to 50% . . . keeps pace with the cycle of any drycleaning machine on the market.

SOLVO-MISER 75
75 lb. cap. d.w. of this unit permits it to handle large volumes of work most economically and fast. Also available as a Super-Fast unit.

REGULAR SOLVO-MISER
Famous reclaimer available in three sizes with cap. from 20 to 50 lbs., d.w.

SOLVO-MISER MODEL 4518
Big-capacity (37-47 lbs. d.w.). Goes through a 36" doorway. Automatic timing system. Also available as a Super-Fast unit.

DRYERS



WESTPORT
All operating controls conveniently located on front panel. Just set timer and drying cycle is automatically completed at temperature desired. (Cap. 40 lbs. d.w.).

TUMBLER MODEL 75
75 lb. d.w. cap. laundry and drycleaning tumbler. Other sizes available.

DUO-DRI
32 lb. d.w. cap. (twin dryer — 16 lb. per unit. Separate automatic controls and heaters.)

BIG BERTHA
110 lb. d.w. cap. laundry and drycleaning tumbler.

DRYERETTE, JR.
16 lb. d.w. cap. Available for gas, electric, or steam. Automatic controls. Can be supplied coin metered. Ideal spotting tumbler.

DRYERETTE
27 lb. d.w. cap. Automatic controls. Can be supplied coin metered.

We specialize exclusively in dryers and drying reclaimers. Our machines *are the last word* and set the pace for the Industry.

HOYT MANUFACTURING CORP.
Westport, Massachusetts

Please send me information on the following Hoyt machines:

RECLAIMERS
- ☐ Super-Fast Solvo-Misers
- ☐ Solvo-Miser 75
- ☐ Regular Solvo-Miser
- ☐ Solvo-Miser No. 4518

DRYERS
- ☐ Westport
- ☐ Tumbler Model 75
- ☐ Duo-Dri
- ☐ Big Bertha
- ☐ Dryerette, Jr.
- ☐ Dryerette

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PROFITS ARE MADE BY BUDGETING YOUR OPERATING COSTS!

Profit thru Efficiency! Per Corporation's complete line of engineered efficiency units are planned to *patch the holes in your pockets.* Plantowners who have installed Per efficiency equipment write that the monthly savings in dollars exceeded the estimates made.

The difference in cash on hand at the end of the month will surprise you when Per equipment recovers or guards against waste. Investigate today!

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Easiest proof of great savings in water bills is to take readings of your water meter before and after installing a VA-PER. Handsomely molded of bonded fibre-glass, can't corrode, VA-PER supplies plenty of cool water for recovery, distillation, solvent and plant air cooling.

PER-CLAIMER

THROWING OUT YOUR MUCK IS LIKE THROWING A TEN DOLLAR BILL OUT THE WINDOW

Some call it Muck; some call it sludge, but we call it Gold. Throw your muck into a PER-CLAIMER and see how much solvent you've been wasting. PER-CLAIMER recovers enough Perchlorethylene (95%) from filter sludge and still residue to cut your solvent costs up to 40%. Versatile, it can be used as a still delivering 20 gallons per hour of pure solvent.

PER-CLEER

Many equipment manufacturers recommend the Per-Cleer solvent still for its big performance at a low investment. Automatic in operation, it distills 50 gallons of solvent per hour. Metal covered; fibre-glass insulated; anti-foaming design; pipes directly to tube filters; cools and recovers solvent.

PER-COOLER

The engineered low cost solvent temperature conditioner. Installs to heat or cool to proper operating temperatures. Removable tube nest permits cleaning.

PER CORPORATION
150 PINE STREET, MONTCLAIR, N. J.

Ask your jobber or write us for information.

How to make your helper a "Second-Story" man

Ever counted up the first-floor rug cleaning jobs you handle where you DO NOT get the second-floor work? Actually, you may be losing a nice bit of money on "upstairs" cleaning . . . *simply because nobody wants to carry a heavy 65 or 70 pound cleaner up and down!*

Today MULTI-CLEAN has the remedy for that situation . . . the new 29 pound D-100 . . . so light you can pick it up and carry it with one hand, yet sturdy, powerful, and built for years of service. It's the ideal auxiliary unit to go with your regular MULTI-CLEAN MCV-214 or 220 vacuum.

To understand what a money-maker the D-100 can be for you, look at the price, then look at these *features:* wet or dry pickup . . . welded all-steel 3½ gallon tank . . . 66″ water lift . . . 30′ safety cable . . . safety fuse shut-off to protect from flooding . . . 4 swivel casters. Hose, wand, floor tool, hand tool and intake adapter are all included in the $152.50 price.

The D-100 is the newest member of the famous MULTI-CLEAN line of equipment for the professional rug cleaner.

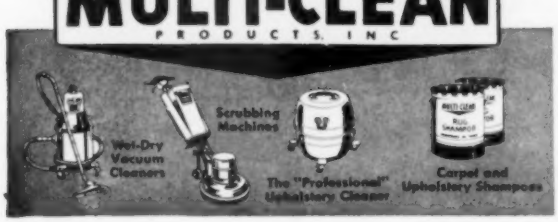
Other MULTI-CLEAN products include heavy duty rug scrubbing machines in sizes from 12″ to 22″ for both on-location and in-plant work, heavy duty wet-dry vacuum cleaners in sizes up to 16 gallon capacity, the new, self-contained "Professional" upholstery cleaning machine, and rug cleaning shampoos.

MULTI-CLEAN'S 29 LB. D-100 . . .

only $152.50

PRICE INCLUDES ATTACHMENTS WORTH $32.70

MULTI-CLEAN®
PRODUCTS, INC



MULTI-CLEAN PRODUCTS, INC., Dept. NC-36
2277 Ford Parkway, St. Paul 1, Minnesota

● Gentlemen: Tell me more about the "D-100" and how it will increase my profits. I'm also interested in: ☐ Scrubber ☐ Industrial Vac ☐ "Professional Unit" ☐ Shampoos

Name_____
Firm_____
Address_____
City_____ Zone____ State_____

THE NATIONAL "21"

SAVES YOU MONEY

PAYS FOR ITSELF MANY TIMES OVER

The new National "21" now offers laundry and cleaning businesses greater protection and increased profits. The low cost of the National "21" means your initial investment is soon returned.

You eliminate costly errors, because the register mechanically totals multiple-item sales. The entire transaction appears at the top of the register, so that both you and your customers may check each item—and the total sale. This "publicity" is the basic protection of a cash register.

The National "21" also prints a detail audit-strip with every figure entered in the register—price of each item, employee's initial, departmental number and kind of transaction (cash, charge, received-on-account and paid-out). With up-to-date information, you get control over purchases.

And with a twist of the control key, you can use the built-in Adding Machine for miscellaneous figure work without interfering with the locked-in cash register total.

For your cleaning business, large or small, learn how a National "21" can *save you money* and provide you with information that *makes money*. Call your nearby National representative, a trained systems analyst, for a demonstration. His number is in the yellow pages of your phone book.

*TRADE MARK REG. U. S. PAT. OFF.

National*

CASH REGISTERS • ADDING MACHINES
ACCOUNTING MACHINES

THE NATIONAL CASH REGISTER COMPANY, Dayton 9, Ohio

986 OFFICES IN 94 COUNTRIES

it's a new HOFFMAN!

Customers love that pressed-just-for-me look. Employees love the easier handling that chops effort and fatigue. And *you'll* love — well, you'll love everything about the Hoffman: the lower finishing costs, the greater output, the trouble-free service and the multiplied profits.

It'll be love-all-round in your plant when you get that new Hoffman, whether you choose foot-pedal or "Aero-draulic" operation. Get your Hoffman distributor to tell you all about the easy, convenient terms under Hoffman's exclusive 5-year installment purchase plan. Call him today, or write:

U.S.HOFFMAN MACHINERY CORP. 105 FOURTH AVENUE, NEW YORK 3, N.Y.

in the

AWARD WINNING

NU-PRO

FAMILY

of

OUTSTANDING

PRODUCTS

THE PARENTS INSTITUTE

Commendation Seal

After careful testing, NU-PRO and NU-LUS products have been awarded seals by the laboratory of America's leading home service magazine.

This award recognizes the quality of NU-PRO Products, and offers assurance of their superiority. It gives you a ready-made market of faithful customers who prefer, look for, and buy products that have this coveted seal.

CHARGIT

POWERFUL DETERGENT FOR USE IN CHARGE SYSTEMS

...the SUPER-CHARGE of all charge soaps that:

- IS FAST ACTING
- ELIMINATES DISTILLATION TROUBLE
- AFFORDS EXCELLENT SOIL REMOVAL
- REDUCES SPOTTING AND WET CLEANING
- DOES NOT RING IN SPOTTING
- DOES NOT CAUSE FILTER PRESSURE
- LEAVES NO ODOR

AND IT IS ECONOMICAL

HYGIENIC CLEANING ASSURED

The odorless 'CHARGIT' System by NU-PRO effectively removes fiber destroying soil, thereby prolonging the life of the garment. Garments look better, feel better, and wear better, cleaned by the NU-PRO process.

SEE YOUR NU-PRO JOBBER . . .
FIELD MEN WILL DEMONSTRATE . . .
OR WRITE US DIRECT FOR FULL DETAILS

NU-PRO MFG. CO.

2918 WASHINGTON AVE. • ST. LOUIS 3, MO.

The Problem that has Puzzled Two Great Industries is Solved!

WE HAVE THE GUARANTEED ANSWER TO THE ORLON-DYNEL PILE COAT RIDDLE!

RELIABLE

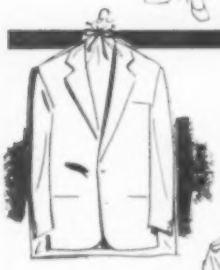
RELIABLE MACHINE WORKS, INC.

231 Eagle Street • Brooklyn 22, N. Y.

Most Women Prefer*

5 POPULAR SIZES

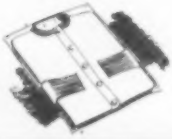
Dress and Overcoats 25 x 65" (extra large)



Suits 25 x 46"

Blankets and Draperies 25 x 33"

Gowns and Formals 30 x 80"



Sweaters and Blouses 12 x 18"

1 Cleaners offering services beyond "flawless and beautiful cleaning."

2 To have their garments cleaned and returned in

KORDITE

Transparent Plastic

GARMENT BAGS

For Your Advantage Mr. Cleaner!

7 REASONS TO BUY KORDITE

1. FREE—10 Kordite Stock Printed Sweater Bags in each case of dress and suit bags.
2. Self-dispensing one-at-a time cartons save time, packing space, labor and money.
3. Extra-large size bags.
4. *Attached* tie closures on each bag for faster packaging.
5. FREE—printed suit display bag to help you sell your customers.
6. Big, local newspaper advertising plus national magazine ads.
7. FREE advertising mat service.

ORDER KORDITE GARMENT BAGS FROM YOUR WHOLESALER, NOW

OR—WRITE, WIRE OR TELEPHONE

KORDITE COMPANY
DIVISION OF TEXTRON AMERICAN, INC.
MACEDON, N. Y. • Phone Macedon 4411

*FROM A STUDY CONDUCTED BY MONROE MARKET RESEARCH

Huge Consolidated Laundries Chain Features Sec Drycleaning System!

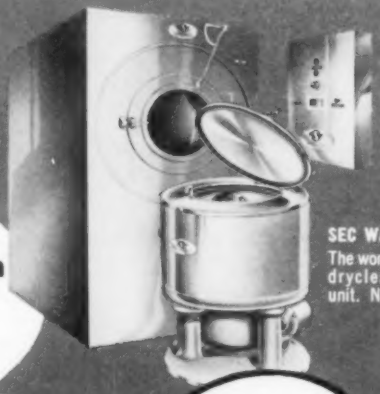
PROOF

Sec is Your Best Buy!

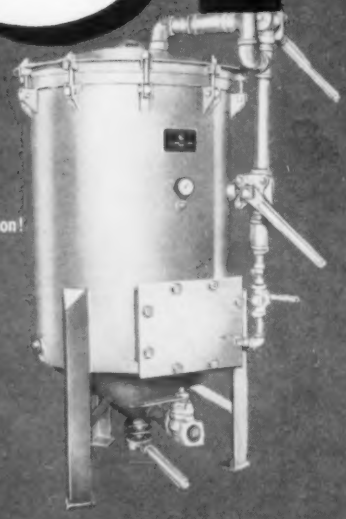
WHATEVER SIZE YOUR SHOP

Here's proof that Sec guarantees superior performance! Consolidated, one of the world's largest launderers, reports *complete customer satisfaction* resulting from fine quality drycleaning.
Here's proof that Sec guarantees savings! Consolidated states that it gained considerable savings in cleaning fluid costs since installing Sec units to handle drycleaning for fifteen outlets!

Now, choose from two new Sec Washer-Extractors (BJ or CJ) in the right capacity for every size shop—and with more exclusive features than any other in the industry. Yes, you can select the exact installation to fit your particular volume requirements—and, of course, to fit your pocketbook! Write today for latest Sec Bulletin and find out how *you* can get these extra savings and extra profits whether your shop is large or small!



SEC WASHER-EXTRACTOR
The world's only vertical synthetic drycleaning washer-extractor unit. Now in two new models!



SEC TUBULAR FILTER
For more effective filtration!

SEC TIP-TOE CONTROL PRESS
With exclusive Revac® for instant vacuum!

Write, wire or phone

SEC CLEANING SYSTEMS

Sec-o-matic Corp., 55 La France Ave., Bloomfield, N. J.

A SUBSIDIARY OF GENERAL PRECISION EQUIPMENT CORPORATION

CURSES! FOILED AGAIN!

When PERMAFIBER comes to the rescue, the villain gets his'n . . . in fact, all **three** villains of the **Tag Theatre** are foiled every time! PERMAFIBER thwarts **tearing**, beats **blurring**, banishes **bleeding** . . . to the thunderous applause of every operator who tries it.

7th BIG YEAR

as the hit show of the trade . . . and promises to run forever, because PERMAFIBER always gives star performance. That's why MORE LAUNDRY AND CLEANING TAGS ARE BEING MADE OF PERMAFIBER than any other marking tag stock. That's why you should

Always Specify

MARKING TAGS

MADE OF

Permafiber

THE CONTROL-TESTED TAG STOCK

scientifically formulated to stand up under all Laundering and Cleaning conditions . . . dry or wet; to stay flat, flexible, unblurred and color-fast despite the strongest chemicals or solvents.

The only marking tag stock continuously tested for Durability and Color-fastness by the American Institute of Laundering.

MEMBER AMERICAN INSTITUTE OF LAUNDERING CERTIFIED WASHABLE

YOUR CLEANER IS YOUR CLOTHES BEST FRIEND NID MEMBER

LOST TAGS mean lost dollars. Tags made of PERMAFIBER defy the strongest solvents and solutions; won't tear, disintegrate or shred during processing; won't break at fastening point; stay with the garment from start to finish.

BLURRED OR WASHED OUT PRINTING MARKINGS are eliminated by a new, non-oily surface that takes ink swiftly, holds it indefinitely. Clear markings on **flat, uncurled tags** save hours of sorting time.

"BLEEDING" COLORS are no problem with **color-fast** PERMAFIBER Tag Stock . . . no matter what solutions you use. NINE BRIGHT, BRILLIANT SHADES (plus NATURAL, of course) provide a most efficient "signal" system without fear of running colors!

IN NATURAL OR NINE DISTINCTIVE COLORS

YOUR SUPPLY JOBBER CAN FURNISH MARKING TAGS MADE OF PERMAFIBER

Permafiber Corporation

450 SEVENTH AVENUE • NEW YORK 1, N. Y.

Drycleanable Suede

means new business for you!

WHAT'S DRYCLEANABLE SUEDE? It's suede tanned with Du Pont "Quilon"® chrome complex. "Quilon" anchors itself permanently in the leather, doesn't leach out or spread out in drycleaning.

SUEDE PROCESSED WITH "QUILON" resists spots and stains, stays in good condition longer. And when it gets soiled, it can be drycleaned time after time and will keep its natural softness and color. This means new business for many drycleaners.

A substantial number of drycleaners have already proved for themselves that they can easily clean suede processed with "Quilon." The only precaution is that it *must be rinsed in new or distilled solvent*; otherwise it will not keep its hand and color and lose resistance to water, spotting and stains.

To find out how you can handle these new suede garments processed with "Quilon," fill in and send the coupon.

DU PONT

REG. U. S. PAT. OFF.

BETTER THINGS FOR BETTER LIVING
...THROUGH CHEMISTRY

E. I. du Pont de Nemours & Co. (Inc.)
Grasselli Chemicals Department, 2539 Nemours Building, Wilmington, Delaware

☐ Please send me your "Kit on Drycleanable Suede" a kit of instructions on how to process it, plus suggestions on how to start the garments coming my way.

☐ I am equipped to rinse the garments in clear or distilled solvent to remove all the soap.

☐ You may list me as a drycleaner who is equipped to process drycleanable suede and wants that business.

Name of Cleaner _____

Street _____

City _____

State _____

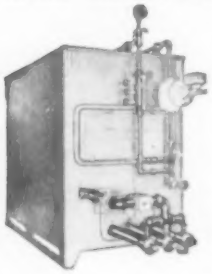
By _____

KISCO BOILER & ENGINEERING CO.

2414 DeKALB STREET ST. LOUIS 4, MO.

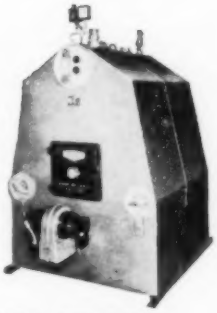
For Many Years the First Choice of the Dry Cleaning Industry for FINEST BOILER ROOM, WATER SOFTENING, HEATING and VENTILATING EQUIPMENT

KISCO OIL OR GAS-FIRED CABINET BOILER

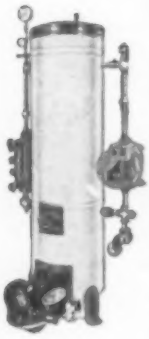


A compact, fully insulated, automatic boiler, designed exclusively for gas or oil firing. The "Three-Way Heat Travel" is an important economy feature, which absorbs practically all possible heat units from the fuel. This boiler was built for hard water conditions. There are no coils to corrode or cause trouble and the large submerged horizontal fire tubes assure a low upkeep cost and long life. Furnished in 3 to 15 Horsepower sizes. Write for Catalog BCB-3.

KISCO STEEMATIC WATER TUBE BOILER



Vertical tubes with large steam drum and two large mud drums, give positive circulation and fast steaming. Refractory baffles give maximum heat absorption and reverse the flow of hot gases over the tubes. Can be fired with any fuel or automatic firing device, and is equally efficient with any type fuel. Sizes 10 to 60. Write for Catalog BSA-3.



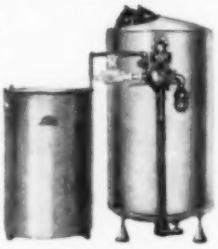
KISCO "KWIK-STEAM" VERTICAL BOILER

Designed for gas or oil firing. A dependable, fast steaming "packaged" power plant that is simple, compact, economical and durable. A.S.M.E. 100 lb. construction in two sizes. 1½ and 3 H.P. Write for Catalog BKS-3.

KISCO BOILER FEED PUMPING UNIT

An efficiently designed cold water pumping unit which connects directly to city water line. Used in connection with the Kisco Combination Switch Control, it automatically maintains a uniform water level and steam space in the boiler, where boiler pressure exceeds city water pressure. Bell alarm signal provides additional protection. Write for Catalog BWF-3.

THE KISCO "ABSO-SOFT" WATER SOFTENER



Soft water prevents the formation of scale in boilers and pipes and reduces fuel costs due to free heat transfer. The Zeolite "Base Exchange" process filters out calcium, magnesium and other hardening elements. The softened water is tasteless and absolutely safe for drinking or any other process. Kisco "Abso - Soft" Water Softeners are available in many types and sizes. Write for Catalog BWS-3.

KISCO "Q-T" EXHAUSTERS

There's a size and type EXHAUSTER for every need in the KISCO line. Direct drive and belt drive models from 12 to 48 inches, delivering up to 18,500 cu. ft. of air per minute. Write for Catalog BEX-3.

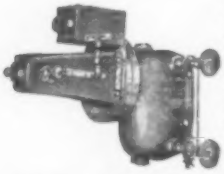
THE "KISCO-BUILT" RETURN TO BOILER SYSTEM

The Kisco SYSTEM will Increase Boiler Efficiency, Step Up Production, and Cut Fuel Bills. It reclaims both High and Low pressure condensation and feeds Hot make-up water to the boiler Automatically. The Kisco SYSTEM adds years to the life of any boiler and saves countless dollars in fuel, water and labor savings. It assures you of both a Uniform Water Level and Steam Pressure, Plus Protection. Write for Catalog BRS-3.

THE KISCO "Q-T" HEAT RECIRCULATORS

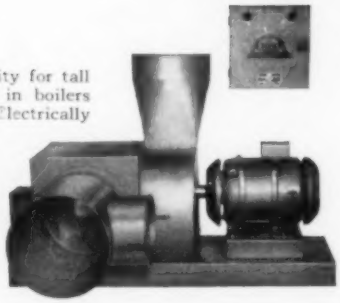
These powerful, ruggedly built "Unit Heaters" are constructed for high pressure operation. They are easily installed. Motors have resilient, rubber mountings and new, improved, overlapping fan blades to assure quiet operation. There are sizes and types for every heating requirement. Write for Catalog BSUH-3.

THE KISCO MASTER BOILER WATER LEVEL SWITCH CONTROL



Here's the Perfect Solution to the Important problem of maintaining a Constant and Uniform Water Level and Steam space in your boiler. The Kisco Master Switch Control automatically starts and stops the pumping unit . . . Provides additional protection through the Low Water Alarm and Fuel Cut-Out. Write for Catalog BSC-3.

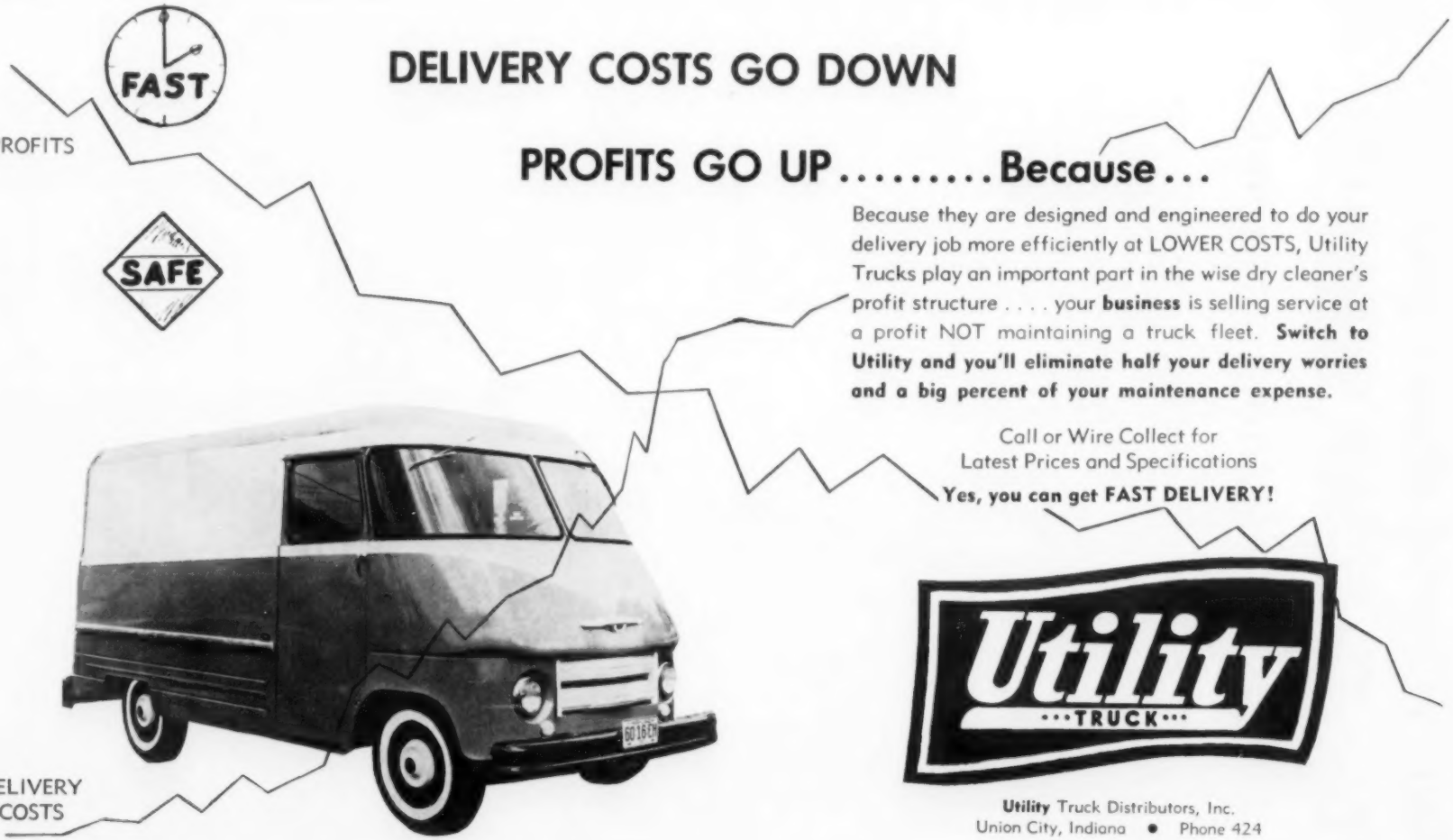
KISCO INDUCED DRAFT BLOWER



Eliminates the necessity for tall stacks. Easily installed in boilers from 5 to 100 H.P. Electrically controlled and entirely automatic in maintaining any desired draft. Any boiler is made more efficient and economical with this unit. Write for Catalog BIDB-3.

KISCO BOILER & ENGINEERING CO., 2414 DeKalb St., St. Louis 4, Mo.

It Pays To Buy Utility Trucks



Now, Haertel shows you . . .

HOW TO CLEAN SYNTHETIC FURS!

A furrier's method anyone can use.

CLEANS ALL ORLON-DYNEL COATS

Borgana	Cloud 9	Fab-Fur
Furlana	Orllegro	And Others

Complete instructions are on the Fur-Sheen bag.

Every drycleaner who has tried . . . and probably failed . . . to clean *any* of the new synthetic fur coats (or natural furs) will welcome this guaranteed method; because here is a method that has been thoroughly tested and proven to bring back the original beauty to these coats.

Secret of the Haertel method is Haertel's new, improved Fur-Sheen. A pre-mixed cleaner containing all necessary ingredients including an anti-static agent which makes cleaning easier . . . allows cleaner to shake out readily. Fur-Sheen is especially designed for cleaning these coats. The only other supplies you need are Haertel's Fur-Clene, a cleaning bag, and a carding comb.

Here is a brief description of the cleaning process:

The coat is first checked for matting, rips and general condition. Then the lining is sponged with Fur-Clene . . . this takes just a few minutes. Next the coat is brushed lightly with Fur-Clene to prepare the surface for cleaning. Then two coats are placed in a Haertel cleaning bag along with half a bag of Fur-Sheen, and tied securely. The bag is placed in your drycleaning tumbler (operated cold) and tumbled for 30 minutes. Coats are then removed from the bag and shaken out to remove excess compound and placed in the tumbler loose for 30 to 45 minutes. When removed they are ready for delivery after minor finishing.

You'll be amazed at how clean and bright these coats are after cleaning with this method . . . Fur-Sheen gives them a sheen and glistening new look.

Your initial investment is only $19.75

A trial order of Haertel supplies is all you need to prove this method for yourself. For $19.75 you get six packages of Fur-Sheen (enough for 24 coats), one gallon of Fur-Clene, one cleaning bag and one carding comb. Think of the profit! Twenty-four coats at $5.00 is a total of $120.00 . . . for an investment of only $19.75.

MAIL THIS COUPON TODAY!

Gentlemen:

Please send me a trial order of Haertel Supplies for cleaning synthetic furs.

6 packages of Fur-Sheen	$11.70
1 gallon of Fur-Clene	3.90
1 cleaning bag	2.65
1 carding comb	1.50
Total	$19.75

☐ Check enclosed

☐ Bill me

Name _____

Address _____

City _____ State _____

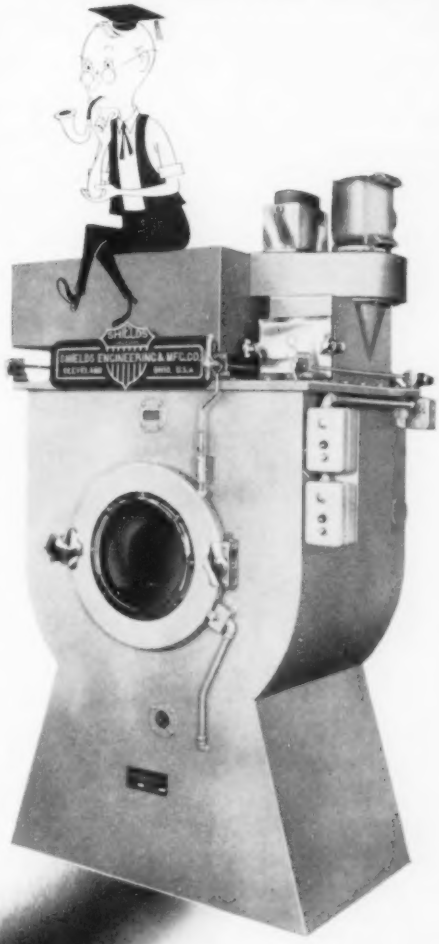
POLARIZED CARE

FOR YOUR GARMENTS

WALTER HAERTEL COMPANY
2840 Fourth Avenue South
Minneapolis, Minnesota

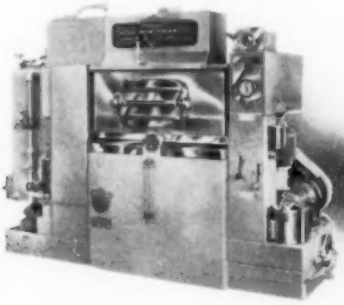
BETTER INVESTIGATE, MISTER

YOU CAN'T BEAT *Shields* FOR SYNTHETIC DRY CLEANING EQUIPMENT



The new SHIELDS Sludge Receiver and Reclaimer, an integral part of the SHIELDS Synthetic Dry Cleaning Unit, reclaims solvent that ordinarily would be discarded. After backwash, sludge is automatically pumped to the sludge reclaimer without messy, manual handling. When sludge reaches sufficient level the reclaimer goes to work, reclaiming practically all solvent used. Residue powder is removed dry.

Without interfering with regular cleaning operations of the SHIELDS Synthetic Dry Cleaning Unit, this compact reclaiming unit provides a quick (1½ hours) clean, safe and efficient means of obtaining "more mileage" per drum. SHIELDS Synthetic Dry Cleaning Units (including the Reclaimer) require only 22 square feet of floor space and can be taken through 35" door opening . . . a king-sized unit in a compact package—single or two baths system.



SHIELDS Automatic Cold Unit

CHECK THESE FEATURES:

SHIELDS Solvatrol with 50 pounds capacity, constructed of high-test metals throughout, including a completely monel cylinder. The Solvatrol produces greater load volume (3 loads per hour), at greater savings and profits for you.

SHIELDS ENGINEERING & MANUFACTURING CO.
277 East 156th St., Cleveland 10, O.

Clip and Mail, Today!

SHIELDS ENGINEERING AND MANUFACTURING COMPANY
277 East 156th Street • Cleveland 10, Ohio

☐ SHIELDS Solvatrol ☐ SHIELDS R-51 Champion
☐ SHIELDS "Cold" Unit ☐ I am interested in your New Sludge Reclaimer

NAME .....
FIRM .....
ADDRESS .....
CITY ..... ZONE ..... STATE .....

WHAT'S COMING OFF HERE?

Nothing . . . when you remember to use

GRIPPO

GUARDS

The latex strip with the bulldog grip, Grippo Guards fit neatly over hanger bars to hold even the most difficult fabrics safely and snugly during handling and delivering.

No more trousers slipping off the hanger . . . ever! Grippo Guards are made of heavy kraft board with a coating of vulcanized latex along with ridge to hold securely and neatly.

SOLD BY LEADING JOBBERS!

Write for information on our new PLASTIC FOAM HANGER COVER

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HELP THE AMERICAN RED CROSS

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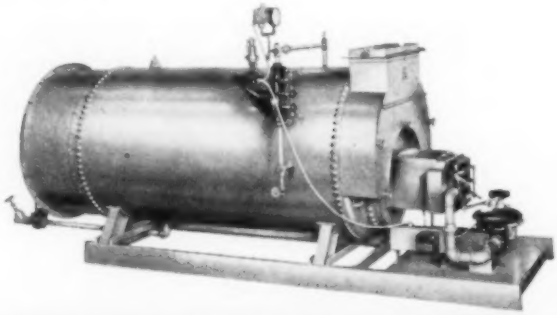
SCOTCH MARINE BOILERS

with gas burner and automatic controls

Reduce your installation and maintenance costs by buying a real Scotch Marine Boiler with gas burner and automatic controls.

Factory wired and piped, ready for operation.

For further information contact your equipment jobber.



LOOKOUT BOILER & MFG. CO.

CHATTANOOGA 1, TENN.

MANUFACTURERS OF VERTICAL TUBULAR, VERTICAL TUBELESS, AND SCOTCH MARINE BOILERS FOR OIL, GAS, AND COAL.

GOOD NEWS

for those who missed these two manuals

The industry exhausted our supply of these two history-making manuals . . . so we've had to reprint them.

Now, with a fresh stock on hand, we can again offer them to plant owners.

GUIDE TO PLANT LAYOUT

36-page booklet on basic layout principles and methods, including how to analyze your requirements by type of services, expected volume, sources of business . . . selecting equipment of proper type and capacity to meet those requirements in every department . . . how to lay out the equipment for maximum production and smooth work flow . . . how to plan for efficient operation, maintenance and safety $1.00

GUIDE TO CONSTRUCTION AND REMODELING

36-page booklet on how to do business with architects and builders . . . how to estimate costs . . . preliminary planning . . . actual building . . . plumbing, heating, electrical, ventilating, cooling and landscaping requirements . . . the call office $1.00

Write for either or both, enclosing your check or money order, to

NATIONAL CLEANER & DYER

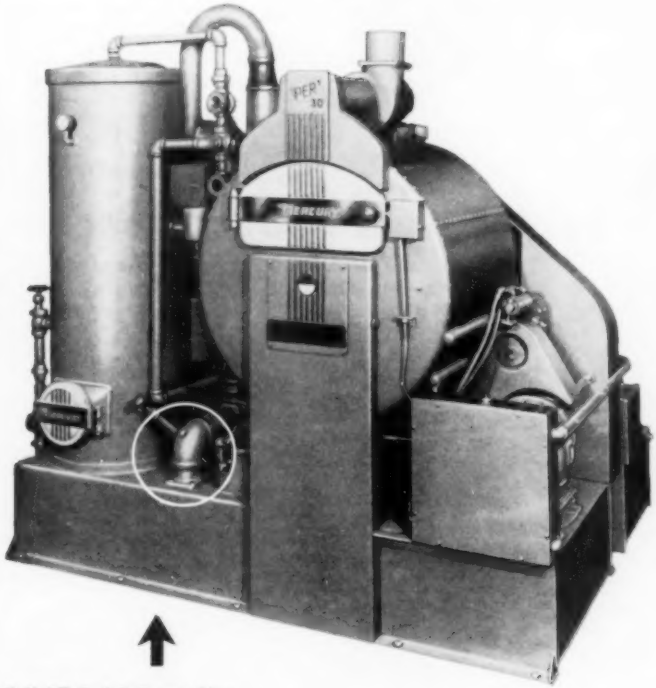
305 E. 45th Street, New York 17, N. Y.

mercury numatic*

DRYCLEANING UNITS

*FULLY AUTOMATIC . . . AIR OPERATED VALVES

PERCHLOR AND PETROLEUM



Full 3" Quick Dump Line

- 4 sizes: 30-lb. and 40-lb. Perchlor, fully automatic. 36-lb. and 48-lb. Petroleum, fully automatic and manual.
- Completely automatic: for single or two-bath cleaning.
- 1500 or 2000 GPH monel tubular filter.
- Separate motor driven self-priming centrifugal pump.
- Easy to install . . . comes completely piped, wired and assembled.
- Independent Monel tubular filters, 1500 or 2000 GPH for Perchlor or Petroleum solvents. Piped and equipped for sludge drying, and single 4-way valve for backwashing. May be used with any unit.
- Petroleum vacuum stills and Perchlor stills available for independent sale. May be used with any unit.

WOULD YOU PREFER TO LEASE?
Mercury units are now available on a Lease basis. Nominal monthly rental.

Washer-Extractor units from $2995.00

OVER 4000 SUCCESSFUL MERCURY OWNERS

MERCURY CLEANING SYSTEMS, INC.

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For Your "Multi-Stop" Customers

Bakeries, Laundries, Dry Cleaners, Department Stores, Dairies, Groceries, Newspapers, etc.

Parcel Delivery Bodies for ***Ford, Chevrolet, Dodge,*** *and* ***GMC*** *Forward Control Chassis*

DUST-PROOFING

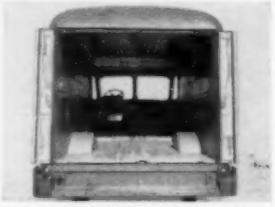
. . . for clean delivery of any item. On all bodies, five types of specially tailored rubber tubing seal doors against dust, drafts and water . . . alumelastik filler in all body joints and undercoating add to dust sealing.

UNIVERSAL All-Steel Delivery Bodies

These new Universal Delivery Bodies offer many outstanding sales features to multi-stop users. Their economy, durability, appearance and large capacity make them leaders in the parcel delivery and house-to-house fields. Many extra items on other makes are standard equipment on Universal Bodies. List prices include . . . reduction of wheel base where necessary, installation of drop well section (in house-to-house models), wrap-around rear bumpers, bodies mounted in prime paint . . . just paint and they're ready for business. For delivery units that sell—see Universal!

AVAILABLE IN NARROW 8' AND 10' LENGTHS AND IN WIDE 8', 10' AND 12' LENGTHS

Double 15" solid doors standard on milk and utility bodies and solid double 30" wrap-around doors standard on bakers' bodies. Glass available extra. Rear bumper guards, shown, extra.



Double wrap-around, solid, full-opening door on wide model, shown, extra. Double 18" solid doors standard. Double 30" solid doors available, extra. Glass available, extra. Corner bumper guards and directionals, shown, extra.

STANDARD FEATURES FOR BOTH BODIES

- Complete dust-sealing protects product
- Full fibreglass roof insulation
- Large cargo capacity serves long routes
- Wide side doors save time, reduce driver fatigue
- Parallel side walls for easy attaching of shelf racks or angles
- No expensive body alterations in the future
- Hand "etch-cleaned" and hand dried before baked prime coat is applied

House-To-House Bodies for **Ford, Chevrolet, Dodge, GMC** and **International Harvester** Flat Face Cowl Chassis.
(Stand Drive Available on all makes except I.H.C.)

Write for Specifications and Prices

Universal Sales Inc., Dept. NCD-56
Delaware, Ohio

Send me detailed specifications and prices on . . .

☐ Parcel Delivery Bodies ☐ House-To-House Bodies

Name_____

Address_____

City_____ Zone_____ State_____

Make of Chassis_____

UNIVERSAL SALES INC.

Division of Hughes Keenan Corp. • **DELAWARE, OHIO**

(SPECIFICATIONS AND EQUIPMENT SUBJECT TO CHANGE WITHOUT NOTICE.)

MOVE AHEAD

to more profitable business

with

U-SAN-O MOTHPROOFING

The Most Complete Dry Cleaning Promotion Ever Offered!

U-SAN-O MP Mothproofing Powder	**A concentrate that is charged in the system—20 to 30% more residual odorless moth protection—as easy to use as adding filter powder—available in handy, easily stored cartons of 25, 50 and 100 pounds.**
***New* U-SAN-O 5x Solution Wet Base**	**For selective mothproofing woolens and improved dry cleaning . . . Rugs and other spray applications.** **Now *5 times stronger* for even greater protection.**
U-SAN-O Mothproofing is Insured!	**Insurance by one of the largest Insurance Companies in the world creates customer confidence and good will.**
U-SAN-O MOTHPROOFING Advertising & Promotion	**Our advertising and sales builder promotions are the most complete in the industry—free counter cards—window streamers—decals—newspaper ads and mats. Available at cost—button tags—bundle stickers—book matches—insurance memorandums, Business Builder Series for garment bags and stuffers—Direct Mail Series.**

Your market is forming new buying habits . . . meet this challenge for profits with U-SAN-O Mothproofing. Keep your present customers and add new ones!

A word of warning: Be sure you get U-SAN-O, the *original Mothproofing* Cleaning System – manufactured by American Mothproofing Company who has a reputation for experience, facilities, resources and service unmatched in the industry.

Whether your requirements are large or small, fill out coupon today.

Write For Details Today!

AMERICAN MOTHPROOFING CO.
2510 Hampton Ave.
St. Louis 10, Mo.

Please rush me your new booklet, "THE U-SAN-O STORY" how I can increase profits with greater volume.

Name _____

Address _____

_____

U-SAN-O INSURED MOTH PROOF CLEANING SYSTEM

Nationwide distribution through leading laundry and dry cleaning suppliers

AMERICAN MOTHPROOFING CO.

2510 HAMPTON AVENUE ST. LOUIS 10, MO.

New! WRITE FOR DETAILS TODAY

Solvent Cooler Solves Cleaning HEAT Problems

JACKSON *Solvair* COOLER

WHAT IT DOES

Jackson Solvair Cooler keeps solvent temperature within 4 or 5° of the outside wet-bulb temperature. In the most humid areas solvents will not exceed 85° more than 5% of the time.

COOLING VALUES

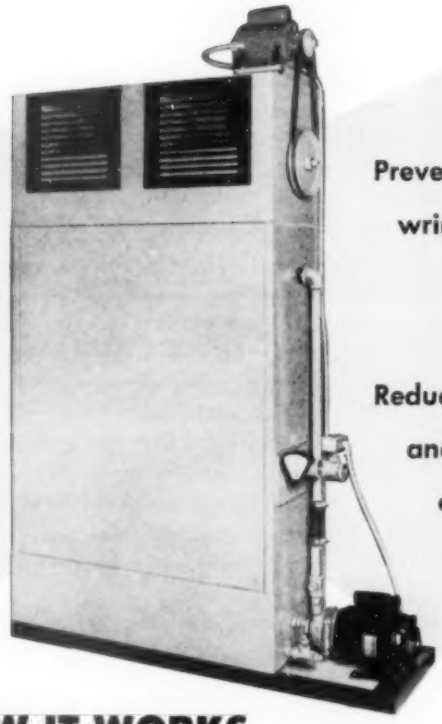
Solvair cools and holds solvent temperature at the desired point between 80° and 90° F. The great volume of fresh outside air, made cool through evaporation, is discharged into the plant.

EASILY INSTALLED

The compact Jackson Solvair Cooler stands upright in very little floor space. A complete package ready to connect to solvent, water and electric lines.

USES LITTLE WATER

Only two to ten gallons per hour is all the water Solvair evaporates. Basin and nozzle design prevents mineral build-up and scaling.



Prevent color bleeding, wrinkling and shrinkage

Reduce spotting labor and other difficulties caused by high solvent temperatures

HOW IT WORKS

Outside air is drawn in through the back of the unit over the cooling coils, up through the spray chamber and mist eliminator baffles and out through the blower into the plant.

ON PETROLEUM UNITS, the fan and pump are thermostatically controlled so that they run only when the solvent is warmer than it should be. ON SYNTHETIC UNITS which use water from the cooler for solvent recovery coils and a still, the pump is turned on manually and runs continuously while the fan is thermostatically cycled to maintain the proper solvent temperature.

SEE IT

JACKSON *Solvair* COOLER

On Display At
DALLAS TAILOR & LAUNDRY SUPPLY
502 Second Ave.
N. I. D. Convention — March 1-4

Write, Wire or Phone For Details Today

Samuel Jackson Manufacturing Co.

2518 ERSKINE STREET
POrter 2-2894 P. O. Box 5007 Lubbock, Texas

Do they like Butler extracting washers?
Read this – and decide for yourself!

MODEL CLEANERS

SANITONE

PHONE 2385 BREMEN, GA.

Mr. Philip D. DeWitt
Butler Manufacturing Company
1858 Cheshire Bridge Road, N. E.
Atlanta 9, Georgia

November 2, 1955

Dear Phil:

We are so pleased with our purchase of the 60 lb. Butler Extracting Washer that we would like to inform you of some of the advantages we have found most worth-while.

We have been able to eliminate one employee in the cleaning department and also save up to one third of our solvent. The work flow through the plant is much smoother, no waiting for the garments in the finishing department, and no wasted time in the mornings. My partner, Tom Smith, states that he is able to save an hour to an hour and a half on route delivery because the clothes are ready for him earlier.

Your competitors with the open type wheel had almost convinced me of their design, but I am certainly glad that I listened to you and bought a Butler Extracting Washer. The divided pocket is the best selling point as it is just like running two washers at once. I am now able to run mixed loads – light wools in one pocket and dark wools in the other – no lint problems whatsoever and no extractor wrinkles. The garments are noticeably brighter than when done in the conventional type wheels I have used previously, and yet the action is far gentler as I have less buttons knocked off the clothes.

I was also delighted that the installation cost was very small and the servicemen Butler assigned to this job were most cooperative

Be sure to come by to see us soon and if you have any prospective customers, please feel free to bring or send them to visit our plant at any time.

With best regards, I remain

Sincerely yours,

Louis McPherson

LM:AD

BUTLER STEEL PRODUCTS

Manufacturers of Oil Equipment
Steel Buildings • Farm Equipment
Dry Cleaners Equipment
Outdoor Advertising Equipment
Special Products

Factories at
Kansas City, Mo. • Minneapolis, Minn.
Galesburg, Ill. • Richmond, Calif.
Birmingham, Ala. • Houston, Tex.
Burlington, Ont., Canada

BUTLER MANUFACTURING COMPANY

7452 East 13th Street, Kansas City 26, Missouri
Dept. 13, Room 602, 103 Park Avenue, New York 17, N. Y.
Dept. 23, 1858 Cheshire Bridge Road, N. E., Atlanta, Ga.

Please send folder giving full information on Butler extracting washers.

Name _____

Firm _____

Address _____

City _____ Zone _____ State _____

STANDARD COMBINATION WASHER-EXTRACTOR UNITS

Manufactured in 30 lb., 50 lb. & 80 lb. Sizes

ASK JOHNNY JONES
AT
JONES DRY CLEANERS
CHARLOTTE, NORTH CAROLINA

WRITE
FOR BROCHURE
AND PRICES

STANDARD LAUNDRY & CLEANING MACHINERY CO.

Manufacturers of complete line of synthetic and petroleum machinery

6900 MAPLE AVE., DALLAS, TEXAS

SEND GARMENTS FOR DYEING TO

ALMORE
DYE HOUSE

4412 WENTWORTH AVE., CHICAGO 9, ILL.
Leon Teichner, *President*

Continuously in Business since 1919

...the dyeing name of undying fame

Sales Promotion Tips

... For BERLOU Mothproofing Dealers

"Don't forget to ask for the order!"

There's a lot of wisdom packed into that old axiom. Unfortunately, too many of us are inclined to forget at times this important point of selling—and a lot of business that should have come our way goes another.

Of all the on-the-spot selling techniques we've heard of and used in the past 22 years, one phrase stands out. We credit it with more sales of Berlou Mothproofing than any other device.

If your salespeople will ask this question of every customer from whom they accept articles for cleaning, you'll sell more Berlou Mothproofing jobs than ever thought possible.

Here it is:

"Would you like to have this garment mothproofed at the same time we're cleaning it?"

We know it works because it has been tested and proven since 1930 by many of our thousands of dealers. It works because your customers have seen YOUR advertising and promotion on Berlou. They've seen ads in such national magazines as LADIES HOME JOURNAL, BETTER HOMES AND GARDENS, HOUSEHOLD, SUNSET and others. They know about the protection against moths and carpet beetles which Berlou gives—and they like the BERLOU 5-YEAR WRITTEN GUARANTEE. When your customers bring articles in for cleaning or when your routeman picks up items at the home—then is the most opportune time to sell Berlou.

This SUGGESTIVE SELLING with Berlou Mothproofing brings you additional business from your *present* customers and makes each order pay you DOUBLE PROFITS.

LARGE PROFIT ITEM

No other service you can offer in your shop has a better margin of profit than Berlou Mothspray. Profits from Berlou run as high as 200 to 300 percent for many dealers, and Berlou is a repeat sale item with year-round potential. That's why more professional mothproofers use Berlou than any other product.

Our dealers make as much as $5,000 to $10,000 EXTRA NET PROFIT each year. If you want to know how to do it, write to our Advertising Department and ask for Bulletin TP#3.

THE BERLOU MANUFACTURING COMPANY
435 Monroe Street Marion, Ohio
Also: The Berlou Company (Canada) Ltd., London, Ontario, Canada

NOTE: If you are not already a Berlou dealer, write for our interesting and informative booklet, "Berlou's Profit Builder Plan"—NOW! It's FREE—and it will show you how to add EXTRA PROFITS to your business every day. Use this coupon for convenience.

FILL OUT AND MAIL TODAY

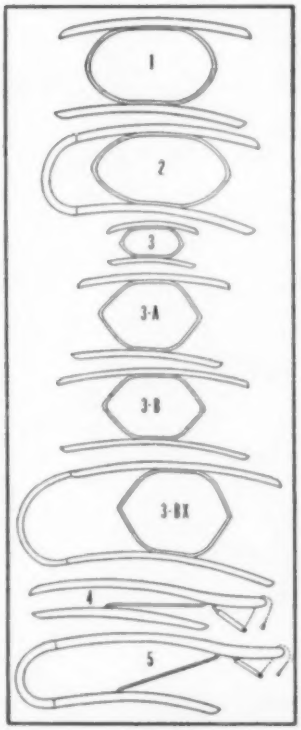
OK! Send a Free copy of "Berlou's Profit Builder Plan" without obligation.

Firm: _____

Address: _____

City _____ **Zone** _____ **State** _____

Signed _____

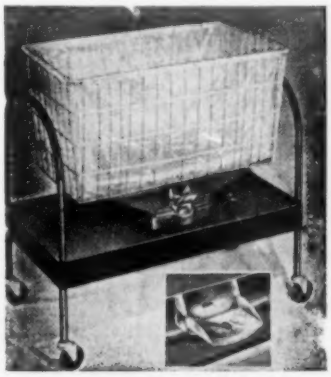


A Sleever for Every Purpose

1 Heavy & Med. $3.50
2 Heavy & Med. 4.50
Sleeve & Shoulder
3 Blowers-Windwhips .. Pr. 4.50
Adjusta-Forms
3-A Lg. 17½" Exp'n 11" Pr. 5.25
3-B Lg. 23" Exp'n 11" .. Pr. 5.50
Coat Machines
3-B X ..... Pr. 7.50
Sleeve & Shoulder. Ideal for Adjusta-Forms and Coat Machines. Sleeve comes off finished — no padding out of shoulders, no touching up. Speeds work, cuts costs.
4 Pelican 4.95
4-A (not illustrated) 5.95
5 Pelican 5.75

REEL GARMENT HOLDER

Designed for efficient trouble-free service. Thumb control trigger releases or retracts the 5 ft. nylon cord to desired length. 200 lb. strength test. Only "reel" garment holder. **$3.95**

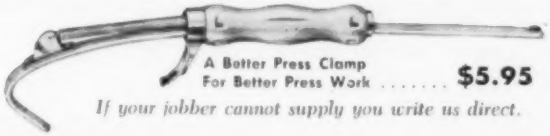


STANDARD SCALE BASKET

16" x 18" x 32" heavy gauge steel wire basket with removable plastic liner. Capacity 60 lbs. Scale and basket mounted on steel carriage with 3" ball bearing casters. Weight figures are reflected in magnifying mirror and plainly visible without stooping. **$69.50**

NEW 1956 DELUXE PRESS CLAMP

Flat clamping bar of special heat-treated spring steel is flexible and conforms snugly to contour of any buck. Non-breakable handle.



A Better Press Clamp For Better Press Work **$5.95**

If your jobber cannot supply you write us direct.

NEWHOUSE SPECIALTY CO., INC.

3827 San Fernando Road, Glendale 4, Calif.

Customers smile like this...when you deliver shirts washed with

OZONITE

Ozonite does a cleaning job on shirts that's simply *unbeatable.* More and more dry cleaning plants with shirt washing facilities are confirming this fact every week.

Ozonite's formula is unique. It's a complete soap —a scientifically balanced blend of top grade soap and selected builders. For many years Ozonite has had an enviable record for getting shirts spotlessly clean . . . maintaining their whiteness . . . safeguarding their useful life.

For sparkling shirts that make customers smile with approval, try Ozonite. You'll be glad you did.

Procter & Gamble

BULK SOAP SALES DEPT. . . . Cincinnati, Ohio

No other development in many years has caused so much talk and widespread interest

B & G DIALAMATIC

Laundry-Dry Cleaning

CALL OFFICE

Conveyor System

Streamlines your service, saves time and space, keeps customers happy.

•

Write for ¼" scale templates for ease in figuring how much space YOU can save with B & G

SAVES 39% SPACE
Simple patented feature allows 39% more orders in same space used now.

FASTER SERVICE
15-Second service, in fact. Customer orders are delivered to your counter attendant at the twist of a dial.

CUSTOMER CONTACT
No more "disappearing" acts. Attendant stays right with customer while the order comes to her automatically.

Think of it! Your attendant simply DIALS either order. It comes to her by shortest way, right before your astonished customer's eyes. Above left, attendant reaches for a laundry bundle. Above right (through adjacent folding door) another attendant reaches for a customer's dry cleaning order . . . each one in about 15 seconds—with customer and attendant in constant contact.

With floor space at such a premium—with all America shopping the "drive-in way"—with outlying "package plants" proving so much more profitable than huge centralized operations, the B & G DIALAMATIC CONVEYOR SYSTEM is already in tremendous demand. With well over HALF of all laundry and dry cleaning business being done over the counter (and the percentage increasing monthly) you can hardly afford NOT to utilize the B & G SYSTEM. Plan now to convert your present offices. Plan definitely to include it in ALL contemplated new offices. A model for every size plant.

Manufactured by

B & G MACHINERY CO., INC.

2432 SOUTHEASTERN AVE., INDIANAPOLIS, INDIANA

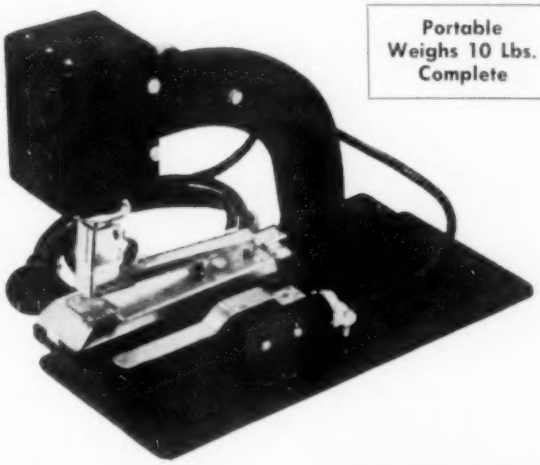
FASTER PRODUCTION

IN YOUR MARKING DEPARTMENT

You'll get it with this New Finger-tip Control

110 VOLTS AC CURRENT

Portable Weighs 10 Lbs. Complete



NEW HIGH SPEED ELECTRO-MAGNETIC **STAPLER**

Works with Magnet "NO MOTOR"

It's Quick! Economical! Efficient!

1. Uses Inexpensive Standard Pilot Stapler and Staples.
2. Staples Every Tag Securely to the Garment.
3. Lessens Operator Fatigue.

960 Plantowners are Using It Successfully

SEE YOUR JOBBER OR WRITE

SAMSON-SHAFFER, INC.

Chicago, Illinois

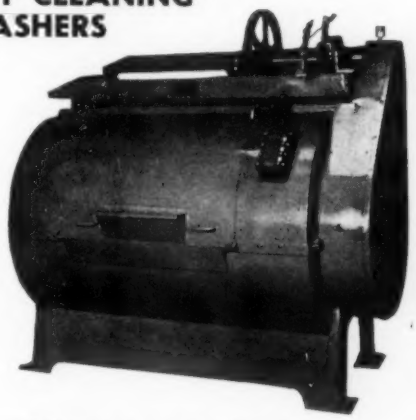
542 S. Dearborn Street

(A Few Choice Jobber Locations Still Open)

WASHERS

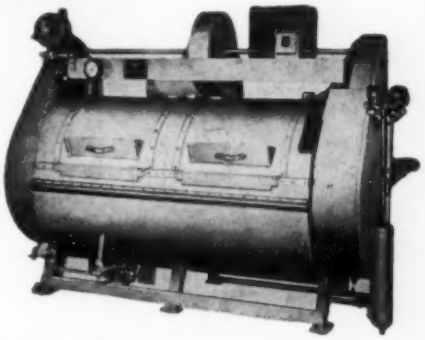
BUILT TO **YOUR NEEDS!**

DRY CLEANING WASHERS



- ★ Available in any size or style required.
- ★ Heavy Duty All Metal Washers with Maple Unloading Shelves.
- ★ Motor driven or belt driven.
- ★ Special heavy duty adjustable packing glands.
- ★ Solution cannot leak out through bearings.
- ★ Heavy duty locks and keepers, adjustable to keep doors rigidly in place to prevent tearing of clothes.

LAUNDRY WASHERS



- ★ Available in Stainless Steel or Wood in Any Size required.
- ★ Belt driven or motor driven.
- ★ Ball Bearings throughout on all rotary parts.
- ★ Special Heavy Duty Adjustable Packing Glands.
- ★ Solution can't leak out through bearings.
- ★ Safety Door Switch.
- ★ Heavy Duty type motors for reversing washer service.
- ★ Welded Cylinder and Shell.

Sold By Leading Distributors in Principal Cities

LAUNDRY MACHINERY CO.

1112 So. Kedzie Ave. Chicago 12, Ill.

• SOLVINK • SOLVINK • SOLVINK • SOLVINK •

SOLVINK

REMOVES STAINS SAFELY IN SECONDS— NO RUBBING, NO POUNDING

Rubbing and pounding stubborn stains is harmful to even the most sturdy fabric. Now Solvink eliminates forever this harsh method of spot removal.

Solvink's penetrating action soaks out stains of ink, blood, rust, paint in a few seconds . . .makes spotting quick and easy.

And Solvink is guaranteed safe for all fine fabrics when used according to directions . . . saves time, cuts spotting costs.

Order from your jobber or write us for free sample.

One ½ pint set (2 solutions) . . . $2.25.

Also economical pint, quart and gallon sizes.

And you can use these companion products profitably, too . . .

- **TANSOL**—for Tannin Stains
- **GREENZYME**—Digestant
- **IODASE**—for Iodine Stains

GREENVILLE CHEMICAL COMPANY
P. O. Box 1087 Greenville, S. C.

• SOLVINK • SOLVINK • SOLVINK • SOLVINK •

DOCTOR BOILER

COPYRIGHTED

The Scientific Scale Remover

SAVE MONEY

AVOID DELAYS DUE TO BREAKDOWN

PROTECT YOUR BOILER
"The Heart of Your Plant"

Easy to use and inexpensive
Mail Today—We're ready to help you.

DOCTOR BOILER, INC.
4307 Main St., Dallas, Texas

Send me full information on Dr. Boiler.

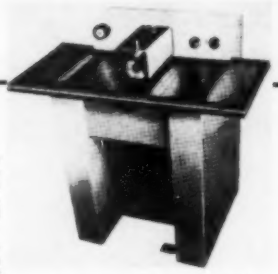
PLANT _____

STREET _____

CITY & STATE _____

McCLEARY'S *Mechanized* BRUSH-SPOTTING MACHINE

IT'S NEW!
IT'S GREAT!



Space required: 4 ft. wide x 2½ ft. Pat. Pend.

BRUSHAWAY IS EASY TO USE

It's the Vital Link to profits in the Dry Cleaning industry. McCLEARY'S BRUSHAWAY Mechanized production machine virtually eliminates wetcleaning and spotting problems.

NOW, inexperienced labor becomes experienced personnel in one day's time, or less, affording great savings to the plant owner in time—labor—supplies—and claims. In one mechanized operation, chaffing—scuffing—brushing or distortion of garment, by hand brushing, vanish. AND 5 times faster than by the present methods.

Linked with charge soap cleaning McCLEARY'S BRUSHAWAY MACHINE rapidly removes imbedded soil, water soluble stains, underarm perspiration rings and other stubborn stains on collars and cuffs of sport shirts, ties, collars and hem lines on women's apparel, coat linings, wind breakers, rain coats, snow suits, pocket edges, knees; seats and cuffs of trousers. Astounding results on suedes and leathers. Immediate results can be seen as the garment is processed through the revolving brushes.

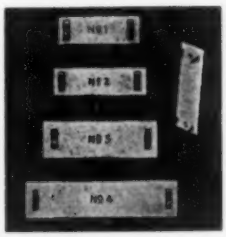
$485. F.O.B. Janesville, Wis.

Simple—Easy—Safe for Both Petroleum and Synthetic Cleaning

For a free demonstration, without obligation, consult your jobber or write for details.

McCLEARY BROTHERS, INC.
147 AUCTION • MEMPHIS, TENNESSEE

Your Distributor Will Fill Your Order for BOSTAG MARKING NEEDS



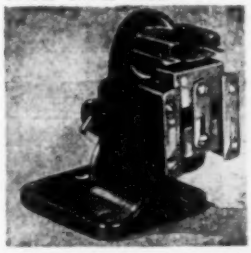
Genuine
PEERLESS BEACON TAGS

Smooth-edged zinc prongs are tapered to enter and leave fabric without damage. Prongs are *anchored*, always firm and straight, yet fully pliable for quick attaching and removing. Triple-fold 80 x 80 count cotton cloth, non-fraying — special easy writing finish for pen or machine marking. Also fibre, 5 sizes. White and Standard Colors.

Also HALF TAGS cut straight or diagonally. SINGLE STAPLE TAGS.

BOSTAG
TAGGING MACHINES

Attach Peerless Beacon Tags faster than by hand—saving time, labor and money. Prongs are turned under for safety and smoothness. Easy, simple operation for ALL Peerless Beacon Tags. 4 Machines for Nos. 1-2-3-4 Tags. No. 4 Machine handles Half 5's.



TAG-A-DAY TAGS

Plain—or printed with days of the week, Monday through Saturday. White and six standard colors. Highest quality 80 x 80 count cotton cloth; also fibre. Size 1 7/16" x 2¼", packed 1000 to box. Standard color set-up on days of the week.

MON: Blue	THURS: Orange
TUES: Red	FRI: Yellow
WED: Pink	SAT: Green

SPECIAL: White

Also Lavender, Gray, Tan.

SPECIAL PRINTING, at nominal extra charge, may be had on any tag.

The HUB PERFORATING TAG

Indestructible—not affected by soaps, acids, gasoline, solvents, or boiling dye. White only.

No. 1—1" x 2½" No. 3—1" x 3½"
No. 2—1" x 3" No. 4—1" x 3¾"

ACE of SPADES INDELIBLE INK

Intense, jet black. Highest quality. Free-flowing. Clean-marking. Impervious to action of strong solutions; does not turn brown in laundering or dry cleaning.

REDUX INDELIBLE INK REMOVER

ACE of HEARTS RED INK

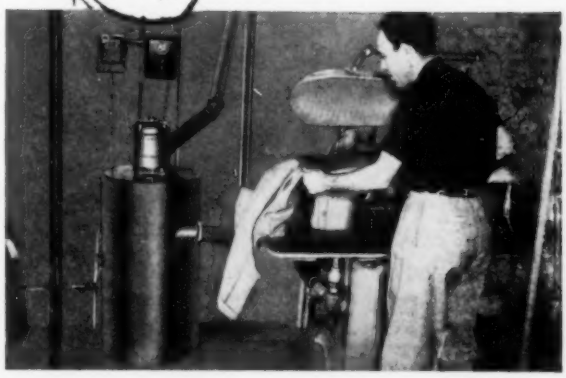
• **A B SOCK TAGS** • **EZ-OFF IRON CLEANER**

Write for Descriptive Detailed Circular

All Fully Guaranteed

BOSTAG
BOSTON CLIP & TAG COMPANY
48 Grove Street, Somerville 44, Mass.

"With DRYSET Our Pressing Buck is Cooler and Doesn't Burn Operators' Hands"



That's what one user of Lamson Billmyre Dryset told us. And this is typical of reports received from cleaners and garment manufacturers all over the country . . .

"We increased production 50% . . ."
"20% improvement in quality . . ."
"Fuel costs were reduced 30% . . ."
"Dryset does a better job, faster and cheaper . . ."
"We save 50% of all steam used to operate our garment presses . . ."

Good as these testimonials are, you'll probably never be convinced of the real job Dryset Air Vacuum System can do for you – by increasing production, and eliminating headaches until you use Dryset yourself.

This free bulletin will show you how you can make money by using Billmyre Dryset. Send for it today.

LAMSON

LAMSON CORPORATION
4443 Lamson Street, Syracuse 1, New York

Please send me your DRYSET Bulletin and Plant Survey Sheet, without cost or obligation. I have (or shall have) ..... presses.

Name .....

Company .....

Address .....

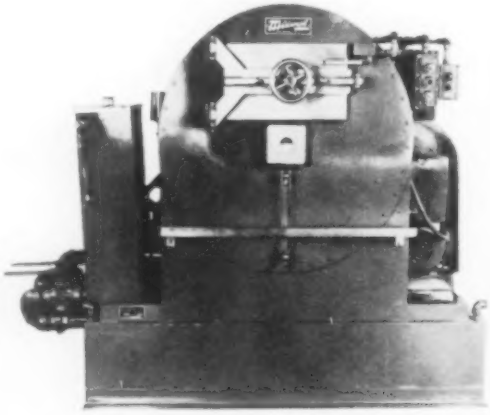
City ..... Zone ..... State .....

You're Money Ahead With The

NEW MIDWEST COMBINATION WASHER-EXTRACTOR

We Dare Comparison!

Compare the new 1956 Model MIDWEST with any other Combination Washer-Extractor, regardless of price.



NEW FEATURES

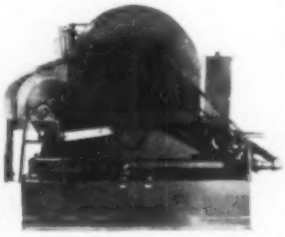
1. Bolt-on Front
2. Center Pressure Door
3. Electric Brake
4. Chrome
5. Grouped Switch Panel
6. Fast Adjustment Jack Shaft
7. Lower Door, and many other features

3 STANDARD SIZES

35 to 40 lbs. (Wt. 2600 lbs.) **$3120 up**

50 to 60 lbs. (Wt. 3000 lbs.) **$3620 up**

80 to 100 lbs. (Wt. 4300 lbs.) **$4720 up**



rear view

The MIDWEST Combination Washer-Extractor comes equipped with twin tanks, valves, weir type trapping system, and dump tanks. Available also without dump tanks if desired.

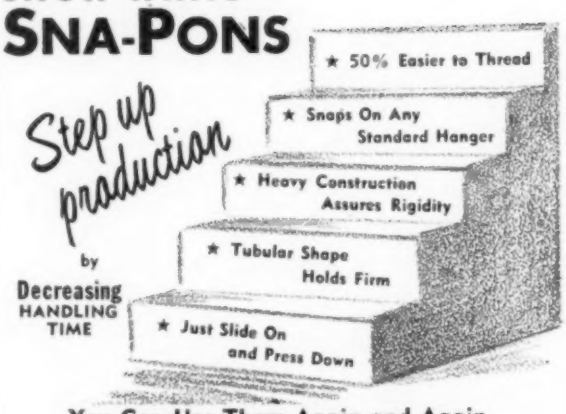
See Your Jobber, or write for further information:

MIDWEST MACHINERY CO.

1341 West MAIN OKLAHOMA CITY, OKLA.

SNOW WHITE

SNA-PONS



You Can Use Them Again and Again ... Costs You Less in The Long Run!

Insist on the tubular trouser guard that is tough enough to come back to you! Snaps on any standard hanger . . . and STAYS ON. Clings firmly through customer's home use, comes back with the garment for repeat work. **SNA-PON** slides on, snaps on and stays on—**no slippage, no spoilage in use!**

When you buy **SNA-PON** you know the box is packed with value because:

- **SNA-PONS** can be used over and over again
- **SNA-PONS** take less space on the line
- **SNA-PONS** give more customer satisfaction

NOTE: With production at capacity, all orders will be filled in the order received.

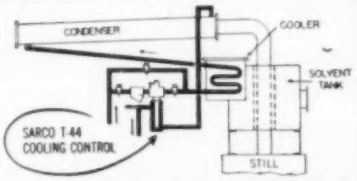
Contact your jobber, please

TILLERY CONTAINER CORPORATION

6000 WILSON AVE. KANSAS CITY 23, MISSOURI

© Sna-Pon Guards, Pat. Nos. 2510843-2510844-Canada Pat. No. 467993 (1950)

Sarco self-operated T-44 Cooling Control, automatically holds water at control point by close throttling of discharge flow. Ask for Bulletin.



"SAVED 2236 GALS. OF WATER – for every 1000 gals. of solvent distilled!"

. . . So writes Mr. Russell Safar, Park Cleaning Co., Lyndhurst, N. J., after installing a Sarco T-44 Cooling Control (as shown above) on a recovery still on which a hand valve was previously used to control the supply of cooling water.

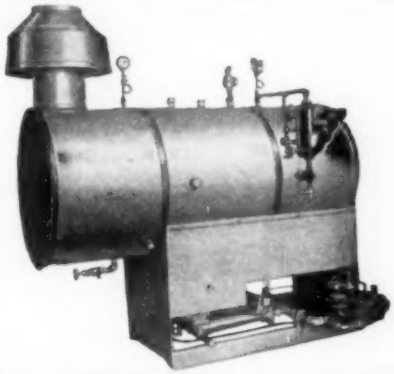
"The *labor-saving* and *safety features*," continues Mr. Safar, "are even more important than the water saving. This automatic Cooling Control eliminates the need for frequent checking of the solvent temperature and adjustment of the water valve."

Try a Sarco Cooling Control and see the savings for yourself! Contact your local Sarco agent, or write direct.

2061-F

SARCO COMPANY, INC.

Empire State Bldg., New York 1, N. Y.



GAS BOILERS

Vertical tubular
Vertical flueless
Portable horizontal

OIL BOILERS

Vertical tubular
Vertical flueless
Portable horizontal

Fully automatic units including boiler feed or complete return systems. All boilers ASME Code & National Board.

40th Year

Over 10 sq. ft. heating surface per H. P. all sizes of HRT's.

P. M. Lattner Mfg. Co. Cedar Rapids, Iowa

Dealers & Distributors most everywhere

Insurance at COST!

for Forty Years

"Does your insurance pay you dividends?"

NATIONAL INDEMNITY EXCHANGE
NATIONAL FIRE INSURANCE EXCHANGE
3820 Washington Boulevard, St. Louis 8, Missouri

FOR LAUNDRIES AND DRY CLEANERS

THE "Taubman" LAUNDRY MARKING PEN

odorless black indelible ink will not evaporate

perfect insurance against fugitives and strays

★ GREATER INK SUPPLY ★ MARKS DARKER, CLEANER
★ WON'T WASH OUT ★ WRITES SMOOTHLY ON
★ WON'T DRY OUT FABRIC OR PAPER

Thru your Jobber or write direct giving Jobber's name

39¢

BUY BY THE DOZEN $4.68

SAMUEL TAUBMAN & CO., 1 WEST 34TH STREET, NEW YORK 1, N.Y.

For All Charge Systems . . . . .

KENCO SUPER CHARGE

1/2% TO 4%

- Compatible with Best Moisture Injection Systems
- Excellent Batch Soap
- Full Strength Soap, Equal to the Best

PRICES: 55 gal. drum only $2.85 gal. delivered
15 gal. drum only $3.10 gal. delivered

When ordering send check to . . . DISTRIBUTORS WANTED

KENCO CHEMICAL COMPANY, Inc.
P. O. Box 912, Schenectady, N. Y.

BOCK EXTRACTOR

Insist On A Bock and You Will Have The Best

We have made Extractors Exclusively For 35 Years

Sizes 15" 17" 20"

BOCK LAUNDRY MACHINE CO.
TOLEDO 2, OHIO

let's lay it on the **SPOT**

use **EXZYME** *the excellent Enzyme*

the BIGGER and BETTER POUND

costs less—comes in a 50% bigger jar at the same price. With Exzyme you save ⅓ of your digester cost.

more powerful—No other digester removes spots as fast and completely as Exzyme.

A product of the Pabst Brewing Co., 221 N. La Salle St., Chicago 1, Ill.

—COPYRIGHT 1956 PABST BREWING COMPANY, MILWAUKEE, WIS.

how you can CUT COSTS

GUARANTEE
The new 2-IN-ONE is guaranteed to last a minimum of 4 months.

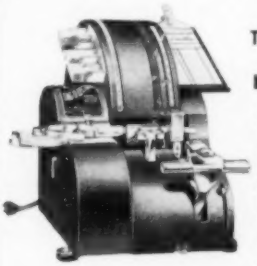
USE THE NEW QUALITEX 2-IN-ONE PAD and COVER

This combination Airfoam rubber pad covered with an Asbestall cover delivers superior pressing at lower cost because . . .

1. The "2-IN-ONE" is guaranteed to last a *minimum* of 4 months, and will actually last much longer.
2. The long life eliminates weekly padding and cover change.
3. Because of the Airfoam rubber pad, the "2-IN-ONE" lessens damage to grid plate.
4. Because of the long lasting Asbestall cover you can reduce your inventory.

ORDER YOUR "2-IN-ONE" FROM YOUR JOBBER TODAY!

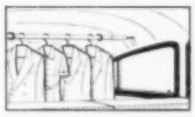
Quality products company
5760 W. Grand Avenue
Chicago 39, Illinois



TAG-O-LECTRIC
THE UNIVERSAL TEMPORARY IDENTIFICATION MACHINE for LAUNDERERS & CLEANERS

Makes, marks and power staples temporary identification tags to pieces. Precision, selective single or double stapling. Time-saving system of coding by color, numbers and letters. Flag tag dispenser. With Tag-O-Lectric you adapt control to your operation . . . not adapt your operation to a system.

TEXTILE MARKING MACHINE CO., Inc.
246 Walton St. Syracuse 1, N.Y.



KAR BAR $3.95

Converts your car to an emergency delivery truck. Fits any car. Easy to attach without tools. Carries heavy loads.
Order from your jobber, he's our distributor.

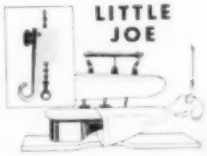
COUNTER RACKS

Beautifully chrome finished. 2 counter top models and 1 floor base model. Makes check out easier. Ask your jobber about them.

$4.50 to $5.50

Adjustable garment holder. A big help at press machines, spotting and repair bench. Saves recleaning, makes work easier. Like having an extra hand!

$2.50



LITTLE JOE

Write for free catalog on our many products.
KEYES-DAVIS 79 14th St. Battle Creek, Mich.

FINEST PROTECTION FOR THE DRYCLEANING INDUSTRY

CHARCO
HY-SOL ®
SYNTHETIC RUBBER GLOVES
Superior to Natural Rubber

HY-SOL Gloves are made of the finest available Buna N synthetic rubber to provide the finest protection for hands that work with acids, caustics, solvents, softeners, dyes, detergents, and chemicals used in sizing, scouring, and bleaching.

Available with Grip-Saf hand or smooth finish.

GOOD TERRITORIES OPEN FOR QUALIFIED JOBBERS

Write for additional glove information and prices
Address Inquiries to:
CHARLESTON RUBBER COMPANY
19 STARK INDUSTRIAL PARK CHARLESTON, SOUTH CAROLINA

THE "NEW TWIST" FOR DRY CLEANING IS PLAS-TIES

THE NEW, FLAT PLASTIC-COVERED WIRE TIE

- PREVENTS LOST GARMENTS
- PERMITS FASTER HANDLING
- INCREASES CUSTOMER SATISFACTION
- SIGNALS SPECIAL ORDERS

FOR FREE SAMPLES AND PRICES, WRITE
plas-ties company
SANTA ANA, CALIFORNIA

75 Years of Service — 1881-1956

JOIN *and Serve*

Emergency Training is only one of 10 major services performed by the American Red Cross. It also provides Services to the Armed Forces . . . Disaster Services . . . International Activities . . . Nursing Services . . . First Aid Instruction . . . Water Safety Training . . . Services to Veterans and Their Dependents . . . Junior Red Cross . . . Blood Program . . . Community Services.

Help the American Red Cross

No DOUBLE TALK

when it comes to grid plates, *you can't improve on the*

GROSS STAR *single plate*

Forget double talk when it comes to Grid Plates. Double-plate double-talk means double-price and half the performance. Your single GROSS STAR GRID PLATE does everything that any plate in the world will do—at less cost.

For finishing that's fast, safe, sure, dependable and economical—for more garments per lift of head—use the toughest grid plate ever made—THE GROSS STAR GRID PLATE.

NOT $30—NOT $25 NOT $20 **$16.85** up to 46"

over 46" . . . $21.75
mushroom . . . $12.50

— FROM YOUR JOBBER —

- ★ No Liner Needed
- ★ Won't "Nickel" Mark
- ★ Holds proper heat
- ★ Won't "Shine"
- ★ Can't crack, buckle, bend, dent or wear thin
- ★ Costs less—lasts longer

LOOK FOR THIS FAMOUS NAME PLATE

GROSS STAR GRID PLATE "for Better Pressing"
MFD. BY L. BEHRSTOCK CO. 1708 S. STATE ST.
CHICAGO 16, ILLINOIS TEL. DANUBE 6-6022

CASH IN ON DRAPERY SEASON WITH The Anderson EASY-LOCK Drapery Protector

—the greatest Time and Money saver yet devised for concealing hooks while draperies are being cleaned

How It Works—

Top is pulled up and with a simple twist locks open. Drapery hooks are slipped into holes without scratching fingers or damaging drapery material. After hooks are inserted—a twist of the top and the heavy duty spring pulls cover down tightly.

← Shown open and closed

Hooks locked in—ready for cleaning

Takes up to 12 hooks, and when ready for the cleaning process each hook held tightly in place—material cannot be damaged. After cleaning, pull top up—twist and it locks open and hooks come out easily. Money back guarantee—order a dozen today.

NOW IN USE BY MANY LEADING DRY CLEANERS

check must accompany order
$12.00 a doz.

Money Back Guarantee

ANDERSON SPECIALTY MFG. CO.
5 Hunt Rd., W.E., Jamestown, N. Y.

Gentlemen,
Please send me ONE DOZEN Easy-Lock Drapery Protectors. Our check for $12.00 is enclosed. If we are not completely satisfied in 30 DAYS our money is to be refunded at once.

Name.....
Street.....
City..... State.....

JOBBERS ATTENTION: No order less than 6 dozen accepted

RISDON

REMO

MEMBER
AMERICAN INSTITUTE OF LAUNDERING CERTIFIED WASHABILITY
THE Best IN LAUNDRY SERVICE

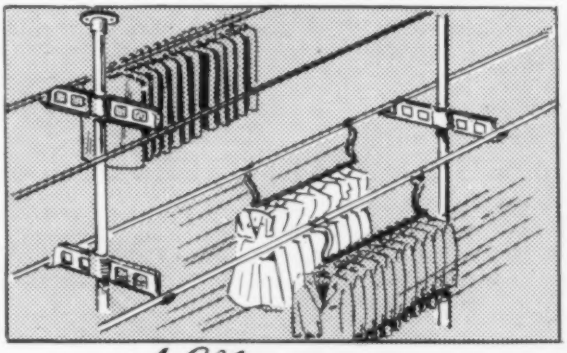
LCATA LAUNDRY & CLEANERS MEMBER ALLIED TRADES ASSN.

KNOWN FOR QUALITY & SERVICE THROUGHOUT THE TRADE

- Immediate Shipments
- Complete Dealer Coverage
- A Pin For Every Need

THE RISDON MANUFACTURING COMPANY
NAUGATUCK, CONN. RI-63

WRITE FOR LATEST COMPLETE CATALOG



A Masterpiece...

OF FUNCTIONAL DESIGN "Hi-Speedrail" TIME SAVERS

TIME SAVERS "Hi-Speedrail" pre-engineered parts—especially designed for Dry-Cleaners and Laundries—permit speedy low cost installation of fast flowing rail systems as well as efficient—smart looking—garment storage racks. Genuine TIME SAVERS "Hi-Speedrail" parts are made more ruggedly than its imitators—and cost less in the long run. "Hi-Speedrail" parts require no welding or threading . . . cutting construction costs. "Hi-Speedrail" trolleys speed up customer service and cut down operational fatigue. Send for your free "Hi-Speedrail" catalog on your company letterhead today.

A LEADER IN THE FIELD SINCE 1930
TIME SAVER$
83-99 Walnut St. • Montclair, N. J.

DIRECTORY SECTIONS

The Guidebook of the Drycleaning Industry

▲ CLASSIFIED DIRECTORY . . . PAGE 216

In this section supplies and equipment used by the drycleaning industry, with their manufacturers, are listed alphabetically for easy reference. Products are listed by noun—for example, "Soaps, Wetcleaning," rather than "Wetcleaning Soaps"—except where the two words are joined together by common usage, as in "Sleeve Shapers," rather than "Shapers, Sleeve." The directory is also thoroughly cross-referenced for greater convenience. Display advertisers are listed in bold face type. For page numbers of display advertisements see the Advertisers' Index on page 351.

▲ TRADE NAMES . . . . . PAGE 279

An alphabetical list of trade names of supplies and equipment used in the drycleaning industry, with a description of each product and its manufacturer.

▲ MANUFACTURERS . . . . . PAGE 303

An alphabetical list of all equipment and supply manufacturers with their addresses. When you have found the name of the firm which manufactures the product in which you are interested under the "Classified Directory" or "Trade Names" section, consult this list for its address.

▲ LOCAL BUYERS' GUIDE . . . PAGE 312

This geographical classification of sources of supply provides complete buying information for the drycleaning industry. Here the cleaner will find the jobbers' or manufacturers' branches serving his own community. Firm names followed by (E) are jobbers for equipment; firm names followed by (S) are jobbers for supplies, and firm names followed by (E & S) are jobbers for both equipment and supplies. Bold face type indicates display advertisers. For page numbers of advertisements giving complete product descriptions see Advertisers' Index on page 351.

Every effort is made to insure the completeness and accuracy of the following directory sections. However, this information is published as a service, and no guarantee against errors or omissions is expressed or inferred. Additions or corrections are invited at any time. Please address the publisher.

CLASSIFIED DIRECTORY

manufacturers of equipment and supplies used in the drycleaning industry . . . . . .

ABSORBERS, ODOR

Caled Products Co., Inc.
Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Emery Industries, Inc., Sanitone Div.
Keystone Chemical Co.

ABSORBERS, VIBRATION

Aetna Felt Co., Inc.
American Brass Co., American Metal Hose Branch
Eclipse-Pioneer Div., Bendix Aviation Corp.
Flexonics Corp.
Johnson Metal Hose, Inc.
Raybestos-Manhattan, Inc.
U. S. Rubber Co.

ACCOUNTING MACHINES AND SYSTEMS

Burroughs Adding Machine Co.
National Cash Register Co.
Recordak Corp.
Remington Rand Inc.
Underwood Corp.

ACETATE, ALUMINUM

See: Aluminum Acetate

ACETIC ACID

DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Hachik Bleach Co.
Mallinckrodt Chemical Works

ACETONE

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
DuPont de Nemours, E. I., & Co., Inc.
Mallinckrodt Chemical Works

ACID-RESISTING BUCKETS

See: Buckets and Pails, Acid-Resisting

ACID-RESISTING HARD RUBBER FITTINGS

See: Fittings, Acid-Resisting, Hard Rubber

ACID-RESISTING PAINT

See: Paint

ACID-RESISTING PIPE

See: Pipe, Acid-Resisting, Alloy

ACID-RESISTING TANKS

See: Tanks, Acid-Resisting

ACIDS

See: Acetic Acid, Oxalic Acid

ACTIVATED CARBON

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Darco Dept. (Atlas Powder Co.)
Elgin Softener Corp.
Permutit Co.
Salomon, L. A., & Bro.
Stover Water Softener Co.

ADDING MACHINES

Allen, R. C., Business Machines, Inc.
Burroughs Adding Machine Co.
Monroe Calculating Machine Co., Inc.
National Cash Register Co.
Remington Rand Inc.

ADDRESSING EQUIPMENT

Addressograph-Multigraph Corp.
Elliott Addressing Machine Co.

ADSORBENTS

See: Activated Carbon, Filter Powder

ADVERTISING POSTERS

See: Posters

ADVERTISING AND SALES PROMOTION MATERIALS

Allied Printing & Stationery Co., Inc.
Belnap & Thompson, Inc.
Capital Poster Service
Cappel, MacDonald & Co.
Connolly, J. J., Inc.
Crewdson Co.
Dipcraft Mfg. Co.
Edwards, Vincent, & Co.
Ellenbogen & Shannon, Inc.
Foster-Stephens, Inc.
Larick Mfg. Co.
Lasca, Inc.

INCREASE ROUTE PROFITS
Added incentive and income for your route salesmen.
Sell name BRAND sheets, towels, shirts, etc. to your route customers. All costs absorbed by—
LASCA, INC.
363 Seventh Ave. New York, N. Y.

Martin, Reba, Inc.

Master, Geo., Div.
Mulholland Harper Co.
Nashua Corp., Sure-Hold Div.
Rubinoff, M., Inc.
Shop-In-Car Window Co.
Taylor Host, Inc.
Universal Match Corp.

AFTERCOOLERS

Davis Engineering Corp.
Ingersoll-Rand Co.
Johnson Corp.
Kewanee-Ross Corp.
Murray, D. J., Mfg. Co.
Patterson-Kelley Co., Inc.
Whitlock Mfg. Co.
Worthington Pump & Machinery Corp.
Young Radiator Co.

AIR CLEANERS

Drico Industrial Corp.
Mine Safety Appliances Co.
Wright-Austin Co.

AIR COMPRESSORS

See: Compressors, Air

AIR CONDITIONERS

Brunner Mfg. Co.
Bryant Heater Div., Affiliated Gas Equipment, Inc.
Carrier Corp.
Chrysler Corp., Airtemp Div.
Clarage Fan Co.
Cuno Engineering Corp.
Curtis Mfg. Co.
Eure & Co.
Fairbanks Morse & Co.
Frigidaire Div., General Motors Corp.
General Electric Co.
Kelvinator Div., Nash-Kelvinator Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Murray, D. J., Mfg. Co.
National Ventilating Systems Div., National System of Garage Ventilation, Inc.
Petroleum Heat & Power Co.
Reliable Machine Works, Inc.
Trane Co.
Vic Cleaning Machine Co.

AIR-COOLED REFRIGERATED SYSTEMS
VIC
WATER CHILLER FOR ALL PROCESS WORK
VIC MANUFACTURING CO.
1212 NORTHROPE AVE. MINNEAPOLIS 3, MINNESOTA
Sales and Service in all Principal Cities of the United States

Young Radiator Co.
Worthington Pump & Machinery Corp.

AIR COOLERS

See: Coolers, Oil, Water, Air

AIR ELIMINATORS

Gorton Heating Corp.
Sarco Co., Inc.
Strong, Carlisle & Hammond Co.
Wright-Austin Co.

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

AIR FILTERS

Bonn, F. H., Co.
Disco Industrial Corp.
Le Roi Co., Subsidiary Westinghouse Air Brake Co.
Master Products Co.
Mine Safety Appliances Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Strong, Carlisle & Hammond Co.
Taco Heaters, Inc.

AIR GAUGES

See: Gauges, Air

AIR HEATERS

See: Heaters, Air

AIR METERS

See: Meters, Air

AIR SEPARATORS

Anderson, V. D., Co.
De Vilbiss Co.
Johnson Corp.
Keckley, O. C., Co.
Strong, Carlisle & Hammond Co.
Wright-Austin Co.

AIR TANKS

See: Tanks, Air

AIR TRAPS

Anderson, V. D., Co.
Armstrong Machine Works
Keckley, O. C., Co.
Sarco Co., Inc.
Squires, C. E., Co.
Sterling Engineering & Mfg. Corp. (Templeton Mfg. Co.)
Strong, Carlisle & Hammond Co.
Wright-Austin Co.

AIR VACUUM SYSTEMS, PRESSES

See: Vacuum Systems, Presses

ALARMS, HIGH- AND LOW-WATER

Bailey Meter Co.
Campbell, J. A., Co.
Combustion Control Corp.
Cutler-Hammer, Inc.
Hapman-Dutton Co., Dutton Boiler Div.
Johnson Corp.
Kisco Boiler & Engineering Co.
McDonnell & Miller, Inc.
Northern Equipment Div., Continental Foundry & Machine Co.
Schaub, Fred H., Engineering Co., Inc.
Sterling, Inc.
Wright-Austin Co.
Yarnall, Waring Co.

ALARMS, SIGNAL

Bildwell Mfrs.
Campbell, J. A., Co.
Leslie Co.
McDonnell & Miller, Inc.
Norman Control Co.
Photoswitch, Inc.
Rosenthal Mfg. Co.
Sterling, Inc.
U. S. Gauge Div., American Machine & Metals, Inc.
Wright-Austin Co.

ALCOHOL

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

ALKALI COMPOUNDS, SPECIAL

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Carlton Chemical Co., Inc.
Columbia-Southern Chemical Corp.
Coales Chemical Co.
Diamond Alkali Co.
Diamond Chemical Co., Inc.
Dow Chemical Co.
Drew, E. F., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Kliegman Bros., Inc.
Kohnstamm, H., & Co., Inc.
Lewis National Corp.
M & M Chemical Co.
North Coast Chemical & Soap Works
Patek & Co.

SPEEDLITE
BUILDERS • SYNTHETICS
PHOSPHATES • BLEACHES
RINSING AIDS • SOAPS
Patek & Co. SPEEDLITE CHEMICALS DIVISION
1900 16th ST. • SAN FRANCISCO • CALIFORNIA

Pennsylvania Salt Mfg. Co.
Riverside Chemical Co., Inc.
Robins, G. S., & Co.
Solvay Process Div., Allied Chemical & Dye Corp.
Speare Co.
Speedlite Chemicals Co.
Stadham Co., Inc.
Stauffer Chemical Co.
Stearns, George, Chemical & Mfg. Co.
Swift & Co.
Thompson-Hayward Chemical Co.
Van Chemical Co.
Washine National Sands, Inc.
Wyandotte Chemicals Corp.

ALKALI-RESISTING PAINT

See: Paint

ALUMINUM ACETATE

DuPont de Nemours, E. I., & Co., Inc.
Mallinckrodt Chemical Works

ALUMINUM CASTINGS

See: Castings, Brass, Bronze and Aluminum

ALUMINUM PAINT

See: Paint

ALUMINUM PIN CARRIERS

See: Pin Carriers

AMMONIA

Armour & Co., Industrial Soap Div.
DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Hachik Bleach Co.
Hood Chemical Co., Inc.
Mallinckrodt Chemical Works
North Coast Chemical & Soap Works
Olin Mathieson Chemical Corp.
Pennsylvania Salt Mfg. Co.
Thoro Products Co.

AMMONIUM ACID FLUORIDE

See: Sours

ANGLE VALVES

See: Valves, Angle

ANILINE DYES

See: Dyes

ANTISEPTICS

Davis Emergency Equipment Co., Inc.
Drew, E. F., & Co., Inc.
Fairfield Laboratories
General Dyestuff Corp.
Huntington Laboratories, Inc.
Lincoln Research, Inc.
Mallinckrodt Chemical Works
Sterwin Chemicals, Inc.

APRON LACERS, LAUNDRY

See: Lacers, Laundry Apron

APRONLESS IRONERS

See: Ironers, Apronless

APRONS, ALLIGATOR-LACED

Carson Textile Co., Inc.
Hettrick Mfg. Co.
Patek & Co.
Tingue, Brown & Co.
Victor Balata & Textile Belting Co.

APRONS, CANVAS OR DUCK

American Associated Cos.
Bostwick-Batterson Co.
Callaway Mills, Inc.
Canvas Specialty Co.
Carson Textile Co., Inc.
Colorado Tent & Awning Co.
Daniels, C. R., Inc.
Fry Bros. Co.
General Scientific Instrument Co.
Hettrick Mfg. Co.
Industrial Products Co.
Keystone Coat & Apron Mfg. Corp.
Lanning Bag & Specialties Co.
Lewis National Corp.
Manitowoc Cotton Goods Mfg. Co.
Minnesota Chemical Co.
Patek & Co.
Pittsburgh Waterproof Co.
Robins, G. S., & Co.
Southern Mills, Inc.
Stadham Co., Inc.
Sterling Supply Corp.
Super Laundry Machinery Co., Inc.
Tingue, Brown & Co.
Troy Sunshade Co.
U. S. Rubber Co.
Victor Balata & Textile Belting Co.
Whitman Supply Co., Inc.

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See: Conveyors, Monorail

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Perfection Products Co. & Identification, Inc.
White Machine Co., Inc.

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See: Registers, Autographic

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See: Controls and Regulators (specific headings), also see: Timers, Washer

AUTOMATIC COUNTERS

See: Counters, Automatic

AUTOMATIC SCALES

See: Scales

AUTOMATIC TIMERS

See: Washer Timers and Controls

AUTOMATIC VALVES

See: Valves, Automatic

AUTOMATIC WASHERS

See: Washers, Automatic

AUTOMOBILE GOVERNORS

See: Governors, Automobile

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Zuckerberg Co.

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Cade Paper & Bag Corp.
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Katz Bag Co.
Kennedy Car Liner & Bag Co., Inc.
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Moser Bag & Paper Co.
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BAGS, HAT

See: Hatters' Supplies

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Rosenthal Paper Co.
Schor Paper Co.
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Equitable Paper Bag Co., Inc.
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Rosenthal Paper Co.
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Time Savers, Inc.
U. S. Tissue Converting Co.
West Side Corp.

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Equitable Paper Bag Co., Inc.
International Paper Co.
Kennedy Car Liner & Bag Co., Inc.
Lincoln Bag Co., Inc.
Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Mehl Mfg. Co.
Moser Bag & Paper Co.
Mutual Paper Box Co., Inc.
Patek & Co.
Phoenix Products Co.
Rassenfoss Bag Co.
Spear Box Co., Inc.
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BAGS, SHIRT

See: Shirt Bags

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Clopay Corp.
Comet Envelope & Paper Co., Inc.
Diem & Wing Paper Co.

Continued on next page

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BOARDS, SHIRT-FOLDING

See: Shirt-Folding Boards

BOARDS, SPOTTING

See: Spotting Boards and Tables

BOARDS, STEAM

See: Steam Boards

BOILER BAFFLES

See: Baffles, Boiler

BOILER BLOWDOWN SYSTEMS

See: Blowdown Systems, Boiler

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Water Service Laboratories, Inc.
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See: Pumps, Boiler Feed

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Fulton Boiler Works, Inc.
Hammond Laundry-Cleaning Machinery Co.
Hapman-Dutton Co., Dutton Boiler Div.
Johnson Corp.
Kisco Boiler & Engineering Co.
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Livingstone Engineering Co.
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Midwest Laundry & Cleaning Machinery Co.
Pantex Mfg. Co.
Permutit Co.
Proportioneers, Inc.
Roth, Roy E., Co.
Republic Flow Meters Co.
Schaub, Fred H., Engineering Co., Inc.
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Southern Machinery Co.
Spotswood Parker & Co.
Sterling, Inc.
Sterling Engineering & Mfg. Corp. (Templeton Mfg. Co.)
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U. S. Hoffman Machinery Corp.
Wright-Austin Co.
Williams & Davis Boiler & Welding Co., Inc.
Worthington Pump & Machinery Corp.

BOILER FEED TESTING SYSTEMS

See: Testing Systems, Boiler Feed

BOILER FEED TRAPS

See: Traps, Boiler Feed

BOILER FUEL CUTOFFS, LOW WATER

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Butler Mfg. Co.
Campbell, J. A., Co.
Eclipse Fuel Engineering Co.
Hapman-Dutton Co., Dutton Boiler Div.
Johnson Corp.
Kisco Boiler & Engineering Co.
McDonnell & Miller, Inc.
Schaub, Fred H., Engineering Co., Inc.

BOILER INSULATION

See: Insulation, Pipe and Boiler

BOILER LEVEL RECORDERS

See: Recorders, Boiler Level

BOILER METERS

See: Meters, Boiler

BOILER NON-RETURN VALVES

See: Valves, Boiler Non-Return

BOILER PROTECTORS

See: Protectors, Boiler

BOILER REPAIR COMPOUND

Drew, E. F., & Co., Inc.
Steelcote Mfg. Co.

BOILER RETURN SYSTEMS

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Butler Mfg. Co.
Carver, Tom, Inc.
Cissell, W. M., Mfg. Co., Inc.
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Columbia Boiler Co. of Pottstown
Cyclotherm Div., National-U. S. Radiator Corp.
Decatur Pump Co.
Dixon Boiler Works
Eclipse Fuel Engineering Co.
Fulton Boiler Works, Inc.
Gabriel Boiler & Fabrication Co.
General Boiler Equipment Corp.
Glover, Bill, Inc.
Goldman Pressing Machine Corp.
Hammond Laundry-Cleaning Machinery Co.
Hapman-Dutton Co., Dutton Boiler Div.
Healy-Ruff Co.
Johnson Corp.
Kisco Boiler & Engineering Co.
Lakewood Manufacturing Co.
Lattner, P. M., Mfg. Co.
McDonnell & Miller, Inc.
Mears-Kane-Ofeldt, Inc.
Midwest Laundry & Cleaning Machinery Co.
Morehead Mfg. Co.
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Besler Corp.
Boiler Engineering & Supply Co., Inc.
Bros, Wm., Boiler & Mfg. Co.
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design makes the difference
See why on Page 146
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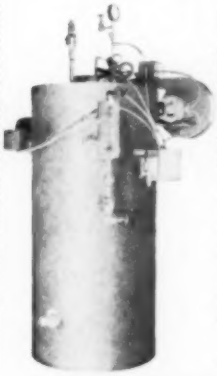

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Kresky Mfg. Co., Inc.
Lattner, P. M., Mfg. Co.
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Livingstone Engineering Co.
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Lucey Boiler & Mfg. Co.
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Mund Boilers, Inc.
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Orr & Sembower, Inc.
Parker, Sid E., Boiler Mfg. Co., Inc.
Queen City Engineering Co., Inc.
Sellers Engineering Co.
Siebring Mfg. Co.
Steamaster Automatic Boiler Co.
Steam Engineering & Sales Co.
Stone Boiler Equipment Co.
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Superior Combustion Industries, Inc.
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Troy Engine & Machinery Corp.
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Huntington Laboratories, Inc.
Kisco Boiler & Engineering Co.
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National Chemical Sales Co., Laboratory, Inc.
Oakite Products, Inc.
Patek & Co.
Permutit Co.
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Trio Chemical Works, Inc.

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Plibrico Co.
Ramtite Co., Div. S. Obermayer Co.
Reintjes, George P., Co.
Steamaster Automatic Boiler Co.
Williams & Davis Boiler Welding Co., Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

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Bros, Wm., Boiler & Mfg. Co.
Hammond Laundry-Cleaning Machinery Co.
Republic Steel Corp.
Steamaster Automatic Boiler Co.
Williams & Davis Boiler & Welding Co., Inc.

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Elgin Softener Corp.
General Chemical Div., Allied Chemical & Dye Corp.
Kisco Boiler & Engineering Co.
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National Aluminate Corp.
National Chemical Sales Co., Laboratory, Inc.
Permutit Co.
Riverside Chemical Co., Inc.
Rumford Chemical Works
Solvay Process Div., Allied Chemical & Dye Corp.
Stearns, George, Chemical & Mfg. Co.
Strong, Carlisle & Hammond Co.

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Acme Industrial Compounds Corp.
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Butler Engineering Co.
Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Cochrane Corp.
Culligan Zeolite Co.
Doctor Boiler, Inc.
Drew, E. F. & Co. Inc.
Elgin Softener Corp.
Graver Tank & Mfg. Co., Inc.
Hagan Corp.
Hungerford & Terry, Inc.
Huntington Laboratories, Inc.
Kisco Boiler & Engineering Co.
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National Chemical Sales Co., Laboratory, Inc.
Permutit Co.
Proportioneers, Inc.
Riverside Chemical Co.
Scientific Boiler Water Conditioning
State Mfg. Co., Inc.
Stearns, George, Chemical & Mfg. Co.
Strong, Carlisle & Hammond Co.
Worthington Pump & Machinery Corp.

BONE BUTTONS

See: Buttons

BOOKKEEPING MACHINES

See: Registers, Cash and Control

BOOKS, SALES

See: Sales Books

BOOTS, RUBBER

Goodrich, B. F., Co.
U. S. Rubber Co.

BORAX

Columbia-Southern Chemical Corp.
DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Innis, Speiden & Co.
Pacific Coast Borax Co.
Sergeant, E. M., Pulp & Chemical Co., Inc.
Stauffer Chemical Co.

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Quik-Pac Div., H. Wesley Hutchins Co.
Rosenthal Paper Co.
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U. S. Tissue Converting Co.
West Side Corp.

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Miller Laundry Machinery Co.
Republic Steel Corp.

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Lewis, G. B., Co.
Thoro Products Co.

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See: Copper and Brass

BRASS CASTINGS

See: Castings, Brass, Bronze, Aluminum and Alloy

BRASS PIN CARRIERS

See: Pin Carriers

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Cowles Chemical Co.
Diamond Alkali Co.
Diamond Chemical Co., Inc.
Drew, E. F., & Co., Inc.
Kliegman Bros., Inc.
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Los Angeles Soap Co.
Minnesota Chemical Co.
M & M Chemical Co.
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Pennsylvania Salt Mfg. Co.
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Speare Co.
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Stadham Co., Inc.
Stearns, George, Chemical & Mfg. Co.
Swift & Co.
Van Chemical Co.
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BRICK PAINT

See: Paint

BRONZE CASTINGS

See: Castings, Brass, Bronze, Aluminum and Alloy

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International Nickel Co., Inc.
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See: Covers, Button and Buckle

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Diamond Chemical Co., Inc.
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Laundry Chemicals Co.
Lewis National Corp.
Los Angeles Soap Co.
Mass, A. R., Chemical Co., Div. Victor Chemical Works
Minnesota Chemical Co.
M & M Chemical Co.
North Coast Chemical & Soap Works
Pennsylvania Salt Mfg. Co.
Philadelphia Quartz Co.
Rumford Chemical Works
Solvay Process Div., Allied Chemical & Dye Corp.
Speare Co.
Speedlite Chemicals Co.
Stadham Co., Inc.
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Thompson-Hayward Chemical Co.
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Porto-Fab Co., Inc.

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Park 'N Clean
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BUNDLE RACKS

See: Racks, Bundle

BUNDLE TYERS

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National Bundle Tyer Co.
Simmons Machine Co.

BURNERS, COAL

See: Stokers

BURNERS, GAS

Anthony Co.
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Cleaver Brooks Co.
Columbia Boiler Co. of Pottstown
Combustioneer Div., Steel Products Engineering Co.
Crane Co.
Dewey-Shepard Boiler Co.
Eclipse Fuel Engineering Co.
Engineer Co.
Hammond Laundry-Cleaning Machinery Co.

Continued on next page

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For manufacturers' addresses see MANUFACTURERS' list beginning page 303

Burners, Gas (*Continued*)

Lattner, P. M., Mfg. Co.
National Airoil Burner Co., Inc.
Norman Control Co.
Orr & Sembower, Inc.
Peabody Engineering Corp.
Petro Div., Iron Fireman Mfg. Co.
Ray Oil Burner Co.
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Sellers Engineering Co.
Simplex Oil Heating Corp.
Stout, David, & Sons
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Orr & Sembower, Inc.
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Petro Div., Iron Fireman Mfg. Co.
Ray Oil Burner Co.
Rockwell, W. S., Co.
Simplex Oil Heating Corp.
Steamaster Automatic Boiler Co.
Williams & Davis Boiler & Welding Co., Inc.

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Eclipse Fuel Engineering Co.
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Ray Oil Burner Co
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See: Covers, Button and Buckle

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Hygrade Button & Supply Co.
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Piolet Button & Novelty Corp.
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Maxant Button & Supply Co.
Prym, William, Inc.
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Chandler Machine Co.
Maxant Button & Supply Co.
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See: Storage Cabinets

CABINETS, TOWEL

See: Towel Cabinets

CALCIUM HYPOCHLORITE

See: Bleach

CANOPIES, FLATWORK IRONER

See: Flatwork Ironer Canopies

CANS

See: Buckets and Pails

CANS, DIAPER

See: Diaper Cans

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CANVAS BASKETS

See: Baskets, Canvas

CANVAS CEMENT (APRON)

See: Cement, Canvas (Apron)

CANVAS HAMPERS

See: Hampers

CANVAS PIN CARRIERS

See: Pin Carriers

CANVAS TRUCKS

See: Trucks, Industrial

CAPES, WIRE-HANGER

Academy Paper Box Co.
Cade Paper & Bag Corp.
Great Eastern Paper Converters, Inc.
Phoenix Products Co.
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CARBON, ACTIVATED

See: Activated Carbon

CARBON DIOXIDE (CO_2) INDICATORS

See: Indicators (CO_2)

CARBON DIOXIDE (CO_2) METERS

See: Meters, Carbon Dioxide (CO_2)

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Dow Chemical Co.
DuPont de Nemours, E. I., & Co., Inc.
Innis-Speiden & Co.
Mallinckrodt Chemical Works
Pennsylvania Salt Mfg. Co.
Stauffer Chemical Co.
Westvaco Chlor-Alkali Div., Food Machinery & Chemical Corp.

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Rosenthal Mfg. Co.
U. S. Rubber Co

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See: Beaters, Carpet and Rug

CARPET AND RUG BINDING

See: Binding, Rug and Carpet

CARPET AND RUG CLEANING EQUIPMENT

See: Rug and Carpet Cleaning Equipment

CARPET AND RUG DRIERS

See: Driers, Rug and Carpet

CARPET AND RUG DUSTERS

See: Dusters, Rug and Carpet

CARPET AND RUG SCRUBBING MACHINES

See: Scrubbing Machines, Rug and Carpet

CARPET AND RUG WRINGERS

See: Wringers, Rug and Carpet

CARRIAGES, SHIRT

See: Shirt Carriages

CARRIERS, WHEELED

See: Carts, Garment

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Speare Co.
Time Savers, Inc.
U. S. Hoffman Machinery Corp.
United Steel & Wire Co.
V & W Equipment Co.
White Machine Co., Inc.

CASES, GLOVE

Rosenthal Paper Co.
Spear Box Co., Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

CASES, NECKTIE

Nashua Corp., Sure-Hold Div.
Rosenthal Paper Co.
Spear Box Co., Inc.
Time Savers, Inc.

CASES, SHIPPING

Anderson Box & Basket Co., Inc.
Cornell Paperboard Products Co.
Kentucky Box & Truck Co.
Spear Box Co., Inc.

CASH REGISTERS

See: Registers, Cash and Control

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Bernard Franklin Co., Inc.
Colson Corp.
Daniels, C. R., Inc.
Darnell Corp., Ltd.
Fairbanks Co.
Lane, W. T., & Bros., Inc.
Reliable Machine Works, Inc.
Time Savers, Inc.

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Eclipse-Pioneer Div., Bendix Aviation Corp.
International Nickel Co., Inc.
Keyes-Davis Co.
Magline, Inc.
Stafford Mfg. Co., Inc.

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Crucible Steel Co. of America
Stafford Mfg. Co., Inc.

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Drew, E. F., & Co., Inc.
DuPont de Nemours, E. I., & Co., Inc.
Hooker Electrochemical Co.
Innis, Speiden & Co.
Mallinckrodt Chemical Works
Olin Mathieson Chemical Corp.
Pennsylvania Salt Mfg. Co.
Solvay Process Div., Allied Chemical & Dye Corp.
Stauffer Chemical Co.
Wyandotte Chemicals Corp.

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Comet Envelope & Paper Co., Inc.
Cupple-Hesse Corp.
Duro Envelope Co.
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Ellenbogen & Shannon, Inc.
Freydberg Bros.-Strauss, Inc.
Kwik-Kover Sales Co.
Kordite Corp.
Loroco Industries, Inc.
Mehl Mfg. Co.
New York Twine Corp.
Olin Cellophane Div., Ecusta Paper Corp.
Pak-Rite Flexible Packaging Co.
Southland Enterprises
Spear Box Co., Inc.
Steinman Paper Products
Sylvania Div., American Viscose Corp.
Tele-Vue Packaging Products, Inc.
Time-Savers, Inc.

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See: Bags, Shirt

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Johns-Manville
Keever Starch Co.
Midland Paint & Varnish Co.
Pittsburgh Waterproof Co.
Steelcote Mfg. Co.
Tingue, Brown & Co.

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Graton & Knight Co.
U. S. Rubber Co.
Victor Balata & Textile Belting Co.
Williams, I. B., & Sons

CEMENT, CANVAS, (APRON)

Goodrich, B. F., Co.
Lewis National Corp.
Philadelphia Quartz Co.
Pittsburgh Waterproof Co.
Tingue, Brown & Co.
Victor Balata & Textile Belting Co.
Washine National Sands, Inc.

CEMENT, FURNACE (ASBESTOS)

Johns-Manville
Pecora Paint Co., Inc.
Ramtite Co., Div. S. Obermayer Co.
Ruberoid Co.

CEMENT, GASKET

Armite Laboratories
DuPont de Nemours, E. I., & Co., Inc.
Goodrich, B. F., Co.
International Metal Polish Co.
Johns-Manville
Paisley Products, Inc.
Steelcote Mfg. Co.

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See: Paint

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Mexico Refractories Co.
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See: Stokers

CHAIN TRANSMISSION

See: Transmission, Chain

CHANNEL ROOFING, METAL

See: Roofing, Channel, Metal

CHARGE SYSTEMS, DRYCLEANING

See: Detergents, Drycleaning, Charge Type

CHECK VALVES

See: Valves, Check

CHEMICAL FEEDERS

See: Feeders, Chemical

CHEMICAL PUMPS

See: Pumps, Chemical

CHEMICALS, BOILER-WATER

See: Boiler-Water Chemicals

CHEMICALS, STEAM-TREATING

See: Steam-Treating Chemicals

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See: Stocks

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CLEANERS, PRESS-HEAD

See: Press-Head Cleaners

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See: Carding Cloth

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COMPOUND, GASKET

See: Gasket Compound

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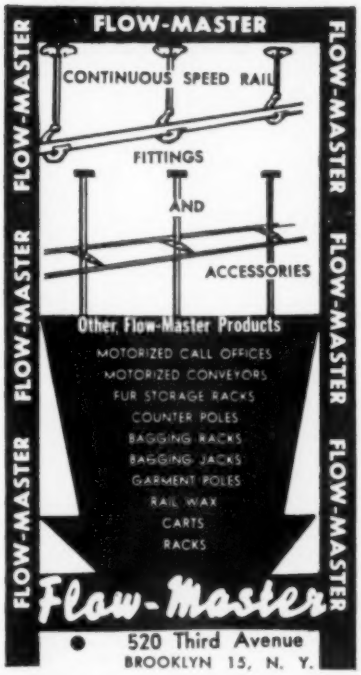

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See: Bags (under specific headings)

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See: Nets, Laundry

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Vic Cleaning Machine Co.

WORLD'S MOST COMPLETE LINE OF DRY CLEANING UNITS
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SYNTHETIC AND PETROLEUM, RANGING IN CAPACITY FROM 18 LBS. PER LOAD TO 100 LBS. PER LOAD
VIC UNITS FROM $2910.00 and up
ANNOUNCED SINCE 1932
VIC CLEANING MACHINE CO.
MINNEAPOLIS 1, MINNESOTA
Sales and Service at all Principal Cities of the United States

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

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Combination Washer-Extractors
65, 100, 175, 270, 450 lb. capacities
WASHEX
Tube Filters
12% more filter area in 30% less space
2,000 to 15,000 gph capacities
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EST. 1915
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MINNEAPOLIS 3, MINNESOTA
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DRYCLEANING WASHERS

See: Washers, Drycleaning, Metal, or Washers, Drycleaning, Wood

DRYING CABINETS

See: Cabinets, Deodorizing and Drying

DRYROOMS

American Laundry Machinery Co.
Gross Machinery Co., Inc.
Hammond Laundry-Cleaning Machinery Co.
Kisco Boiler & Engineering Co.
Vic Cleaning Machine Co.

DUCK APRONS

See: Aprons, Canvas or Duck

DUCK COVERS

See: Press Covers or Cloth, Cover

DUMBWAITERS

Lewis-Shepard Products, Inc.

DUMP VALVES, WASHER

See: Valves, Washer Dump

DUPLICATING MACHINES

Addressograph-Multigraph Corp.

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See: Rug and Carpet Dusters

DUSTING WHEELS, RUG AND CARPET

See: Rug and Carpet Cleaning Equipment

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See: Dippers, Dye

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Almore Dye House
American Dyeing & Cleaning Co.
Central Dyeing Co.
Continental Dyers
Deluxe Dyers
Dietrich Dyers
Ditmas Garment Dyers Corp.
Duffen Dye Works
Electric City Dyeing Co.
Empire Cleaning & Dyeing Works
Fisher Dye Works
General Dyeing Co.
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Indiana Dye House
Jacobson, Lawrence, Dye Works, Inc.
Kran-Mer Corp.
Little Frenchman's Dye Works
Loebl Dye Works, Inc.
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Sharps Re-Dyeing Service
Tash, Al, Dye Works
Tru Color Dye Works, Inc.

DYEING, LEATHER AND SUEDE

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C. O. D. Cleaning & Dyeing Co.
Dyo Chemical Co.
Keystone Aniline & Chemical Co.
Kirk's Leather Cleaners
La France Dye House
Renards'
Tru Color Dye Works, Inc.

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Ditmas Garment Dyers Corp.
Lincoln-Hudson Rug Dyers, Inc.
Loebl Dye Works, Inc.
Rainbow Dye Works
Seneca Dyers, Inc.
Sharps Redyeing Co.
Tru Color Dye Works, Inc.

DYE KETTLES

Hall, Amos H., & Sons
Hamilton Copper & Brass Works, Inc.

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Glover, Bill, Inc.
Hammond Laundry-Cleaning Machinery Co.
Miller Laundry Machinery Co.

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Loebl Dye Works, Inc.
Merson Products Co.
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Eaton Chemical & Dyestuff Co.
General Dyestuff Corp.
Keystone Aniline & Chemical Co.
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Merson Products Co.
National Aniline Div., Allied Chemical & Dye Corp.
North American Dye Corp.
Patek & Co.

DYES, FUR

See: Fur Cleaning Supplies

DYES, LAUNDRY

See: Dyes

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Hapman-Dutton Co., Dutton Boiler Div.
Lakewood Manufacturing Co.
Patterson-Kelley Co., Inc.
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See: Ironers, Edge

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EJECTORS, SEWAGE

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Horn, A. C., Co., Inc.
Yeomans Bros. Co.

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See: Capacitors, Electric

ELECTRIC GENERATORS

See: Generators, Electric

ELECTRIC HOISTS

See: Hoists

ELECTRIC IRONS

See: Irons, Electric

ELECTRIC METERS

See: Meters, Electric

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See: Motors, Electric

ELECTRIC SWITCHGEAR

See: Switchgear, Electric

ELECTRIC TIMERS

See: Timers, Electric

ELECTRIC TRANSFORMERS

See: Transformers, Electric

ELECTRIC TRUCKS

See: Trucks, Industrial

ELECTROLYTIC BLEACH-MAKING MACHINES

See: Bleach-Making Machines

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See: Air Eliminators

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See: Odor Eliminators

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Hope Chemical Corp.
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Multi-Clean Products, Inc.
Nameo Chemical Corp.
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Tropical Paint & Oil Co.
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Ames Iron Works, Inc.

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See: Valves, Engine

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See: Digestive Agents, Spotting Enzymic

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See: Convectors and Evaporators

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Trane Co.
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Lamson Corp.
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Speed Queen Corp., Ironer Div.
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California Laundry Equipment Co.
Columbia Laundry Machinery Co.
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Sizes 17", 20" 26", 30", 40", 48" and 60".

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Western Laundry Machinery Co.

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Pellerin Milnor Corp.
Prosperity Co., Inc.
Speed Queen Corp., Ironer Div.
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Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.
U. S. Hoffman Machinery Corp.
West Coast Laundry Machinery Co.
Western Laundry Machinery Co.

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Ellis Drier Co.
Fletcher Works, Inc.
Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.
U. S. Hoffman Machinery Corp.

EXTRACTOR SPRAY RINSE UNITS

See: Spray Rinse Units, Extractor

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Chicago Dryer Co.
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Hammond Laundry-Cleaning Machinery Co.
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Mitchell, J. B., Co.
Pellerin Milnor Corp.
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Ilg Electric Ventilating Co.
International Engineering Inc.
Keyes-Davis Co.
Kisco Boiler & Engineering Co.
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Murray, D. J., Mfg. Co.
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Kee Zipper Corp.
Lieberman, B. & G., Co.
Steven, Michael, Corp.
Talon, Inc.

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Newhouse Specialty Co., Inc.
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Huebsch Mfg. Co., Div. American Laundry Machinery Co.

FEATHER STERILIZING MACHINES

See: Sterilizing Machines, Pillow, Feather

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Cochrane Corp.
Culligan Zeolite Co.
Dixo Co.
Elgin Softener Corp.
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Hungerford & Terry, Inc.
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Oshkosh Filter & Softener Co.
Permutit Co.
Proportioneers, Inc.

FEED PUMPS, BOILER

See: Pumps, Feed-Water

FEED RIBBON LACERS

See: Lacers, Feed Ribbon

FEED RIBBONS

See: Ribbons, Feed

FEED RIBBONS, NYLON

See: Ribbons, Feed

FEED SYSTEMS, BOILER

See: Boiler Feed Systems

FEED-WATER CONTROLS

See: Controls and Regulators (under specific headings)

FEED-WATER HEATERS

See: Heaters, Feed-Water

FEED-WATER METERS

See: Meters, Feed-Water

FEED-WATER PUMPS

See: Pumps, Feed-Water

FEED-WATER REGULATORS

See: Controls and Regulators, Feed-Water

FEED-WATER SYSTEMS

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American Water Softener Co.
Butler Engineering Co., Inc.
Cissell, W. M., Mfg. Co., Inc.
Cyclotherm Div. National-U. S. Radiator Corp.
Eclipse Fuel Engineering Co.
Elgin Softener Corp.
Hammond Laundry-Cleaning Machinery Co.
Hapman-Dutton Co., Dutton Boiler Div.
Hungerford & Terry, Inc.
Kisco Boiler & Engineering Co.
McDonnell & Miller, Inc.
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Permutit Co.
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See: Controls and Regulators, Feed-Water

FEED-WATER TESTING SYSTEMS

See: Testing Systems, Feed-Water

FELT PADDING

See: Pads and Padding, Press and Ironer

FELTS, FILTER

See: Filter Felts

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See: Boxes, Fiber and Paper

FIBER HAMPERS

See: Hampers

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See: Trucks, Industrial

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Carson Textile Co., Inc.
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Manitowoc Cotton Goods Mfg. Co.
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Quality Products Co.
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Smith, N. S., Inc.
Stadham Co., Inc.
Stanley, William W., Co., Inc.
Tec Specialties
Vic Cleaning Machine Co.
Zellermayer, Nathan, & Co.
Zuckerberg Co.

FILTER CLOTH

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Hammond Laundry-Cleaning Machinery Co.
Mitchell, J. B., & Co.
Pantex Mfg. Co.
U. S. Hoffman Machinery Corp.
Vic Cleaning Machine Co.

FILTERS, OIL

See: Oil Filters

FILTERS, OIL-REMOVING

American Water Softener Co.
Bowser, Inc.
Cochrane Corp.
Commercial Filters Corp.
Drico Industrial Corp.
Elgin Softener Corp.
Graver Tank & Mfg. Co., Inc.
Johnson Corp.
Kaye & MacDonald, Inc.
Oshkosh Filter & Softener Co.
Permutit Co.
U. S. Hoffman Machinery Corp.

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Bowser, Inc.
Butler Mfg. Co.
Commercial Filters Corp.
Elgin Softener Corp.
Gross Machinery Co., Inc.
Hammond Laundry-Cleaning Machinery Co.
Hopkins Equipment Co.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
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Standard Laundry & Cleaning Machinery Co.
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Vic Cleaning Machine Co.
Washex Machinery Corp.
Western Laundry Machinery Co.
Zephyr Laundry Machinery Co.

FILTERS, SOLVENT

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Bowser, Inc.
Butler Mfg. Co.
Commercial Filters Corp.
Detrex Corp.
Gross Machinery Co., Inc.
Hammond Laundry-Cleaning Machinery Co.
Hopkins Equipment Co.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Industrial Mfg. Co.
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Manitowoc Engineering Corp.
Martin Equipment Co., Div. American Laundry Machinery Co.
Mercury Cleaning Systems, Inc.
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Washex Machinery Corp.

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Tube Filters
12% more filter area in 30% less space
2,000 to 15,000 gph capacities
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Draper-Eze Equipment Co.

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Caled Products Co., Inc.
Cravenette Co., U. S. A.
Davies-Young Soap Co.
Dixo Co.
Eaton Chemical & Dyestuff Co.
Fabricare Chemical Corp.
Lincoln Research Co.
Pennsylvania Salt Mfg. Co.
Riverside Mfg. Co.
Sta-Nu Corp.
Stay-Fresh Corp.
Wallerstein Co., Inc.

FINISHING AGENTS, LAUNDRY

Adrian Research & Chemical Co., Inc.
Benda Products, Inc.
Davies-Young Soap Co.
Eaton Chemical & Dyestuff Co.
Franklin Research Co.
Huron Milling Co.
Hercules Powder Co.
Namco Chemical Corp.
National Textile Chemical Co.
Pennsylvania Refining Co.
Procter & Gamble Distributing Co.
Simco Co.
Wallerstein Co., Inc.

FINISHING AND FOLDING MACHINES, SHIRT

See: Shirt Finishing and Folding Machines

FINISHING COMPOUNDS

See: Sizings and Finishing Compounds

FIREBRICK

Green, A. P., Fire Brick Co.
Johns-Manville
Mexico Refractories Co.
Plibrico Co.
Quigley Co., Inc.
Ramtite Co., Div. S. Obermayer Co.

FIRE EXTINGUISHERS

See: Extinguishers, Fire

FIRST-AID EQUIPMENT AND SUPPLIES

Americaine, Inc.
Davis Emergency Equipment Co., Inc.
Industrial Products Co.
Mine Safety Appliances Co.

FITTINGS, ACID-RESISTING, HARD RUBBER

Raybestos-Manhattan, Inc.
U. S. Rubber Co.

FITTINGS, PIPE

Chase Brass & Copper Co.
Crane Co.
Dresser Mfg. Div., Dresser Industries, Inc.
Fairbanks Co.
Flow-Master Machine Corp.
Johns-Manville
Malleable Iron Fittings Co.
Time Savers, Inc.
Walworth Co.

FIXING AGENTS (DYES)

American Aniline Products, Inc.
Apex Chemical Co., Inc.

FLAGS, MARKING

Bonn, F. H., Co.
Carson Textile Co., Inc.
Commercial Tag Co.
Fleischer Mills, Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

Keyes-Davis Co.
Key-Tag Checking System Co.
Kohnstamm, H., & Co., Inc.
Larton Products Co., Inc.
Pittsburgh Tag Co.
Plas-Ties Co.
Risdon Mfg. Co.
Tingue, Brown & Co.

FLAMEPROOFING AGENTS

Apex Chemical Co., Inc.
Benda Products, Inc.
Chek Products, Inc.
Diamond Alkali Co.
DuPont de Nemours, E. I., & Co., Inc.
General Dyestuff Corp
Hercules Powder Co.
Hope Chemical Corp.
Huntington Laboratories, Inc.
Keystone Aniline & Chemical Co.
Kohnstamm, H. & Co., Inc.
Lewis National Corp.
Merson Products Co.
Nameo Chemical Corp.
National Textile Conservation Co., Div. Research Laboratories
Patek & Co.
Per-Mo Products Co.
Signal Chemical Mfg. Co.
Stearns, George, Chemical & Mfg. Co.

FLAMEPROOFING AND MOTH-PROOFING AGENTS COMBINED

Keystone Chemical Co.
Per-Mo Products Co.
U. S. Chemical Products Co.

FLANNEL, DOUBLE-FACE

American Associated Cos.
Burcott Mills
Callaway Mills, Inc.
Carson Textile Co., Inc.
Egan Cotton Mills
Fleischer Mills, Inc.
Gold, Isidore
Hettrick Mfg. Co.
Nashua Textile Co., Inc.
Patek & Co.
Pittsburgh Waterproof Co.
Quality Products Co.
Rubin, E. L., Mfg. Co.
Southern Mills, Inc.
Stanley, John T., Co., Inc.
Tingue, Brown & Co.
West Side Corp.
Whitehouse Nylon Products
Zuckerberg Co.

FLATWORK IRONER, BUNDLE-SEPARATING DEVICE

Bonn, F. H., Co.
Norman Control Co.
Rosenthal Mfg. Co.
Stadham Co., Inc.

FLATWORK IRONER CANOPIES

American Laundry Machinery Co.
Chicago Dryer Co.
Ellis Drier Co.
Rosenthal Mfg. Co.
Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.
U. S. Hoffman Machinery Corp.

FLATWORK IRONER FEEDER RACKS

Atlas Steel Products, Inc.
Norman Control Co.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

FLATWORK IRONER FOLDERS

American Laundry Machinery Co.
Cummings-Landau Laundry Machinery Co., Inc.
Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

FLATWORK IRONERS

See: Ironers, Flatwork

FLATWORK IRONER STACKERS

American Laundry Machinery Co.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

FLATWORK IRONER STRINGS

American Associated Cos.
Callaway Mills, Inc.
Patek & Co.
Pittsburgh Waterproof Co.
Smith, X. S., Inc.
Southern Mills, Inc.
Super Laundry Machinery Co., Inc.
Tingue, Brown & Co.
Whitehouse Nylon Products

FLATWORK IRONER STRIPPING DEVICE

American Associated Cos.
Cummings-Landau Laundry Machinery Co., Inc.
Zeidler Mfg. Co., Inc.

FLATWORK SHAKERS

Challenge Mfg. Co.
Cummings-Landau Laundry Machinery Co., Inc.
Purkett Mfg. Co.
Rosenthal Mfg. Co.

FLATWORK SPREADERS

American Laundry Machinery Co.
Pocock, M. A.
Prosperity Co., Inc.

FLEXIBLE CONNECTORS

See: Connectors, Flexible

FLEXIBLE COUPLINGS

See: Couplings, Flexible

FLEXIBLE METAL HOSE

See: Hose, Flexible Metal

FLEXIBLE STEAM JOINTS

See: Joints, Flexible Steam

FLOATS, STEAM TRAP (REPLACEMENT)

American District Steam Co., Inc.
Crane Co.
Keckley, O. C., Co.
Nicholson, W. H., & Co.
Sterling, Inc.
Sterling Engineering & Mfg. Corp. (Templeton Mfg. Co.)
Trane Co.
Webster, Warren, & Co.

FLOAT SWITCHES

See: Switches, Float-Operated

FLOAT TRAPS

See: Traps, Float

FLOAT VALVES

See: Valves, Float

FLOOR CLEANING, SCRUBBING AND POLISHING MACHINES

Advance Floor Machine Co.
Breuer Electric Mfg. Co.
Certified Chemical & Equipment Co.
Continental Car-Na-Var Corp.
Hild Floor Machine Co.
Holt Mfg. Co.
Huntington Laboratories, Inc.
Kent Co., Inc.
Multi-Clean Products, Inc.
United Vacuum Appliance Corp.

FLOOR COVERING

American Abrasive Metals Co.
Flintkote Co.
Fremont Rubber Co.
Johns-Manville
Monroe Co., Inc.
U. S. Steel Co.

FLOOR MATS

See: Mats, Floor

FLOOR RESURFACING MATERIALS

American Abrasive Metals Co.
Continental Car-Na-Var Corp.
Flintkote Co
Horn, A. C., Inc.
Huntington Laboratories, Inc.
Johns-Manville
Keystone Chemical Co.
Master Builders Co.
Midland Paint & Varnish Co
Steelcote Mfg. Co.
United Laboratories, Inc.
Virginia Greenstone Co., Inc.

FLOOR SCALES

See: Scales

FLOOR SEALING AND REPAIR MATERIAL

Continental Car-Na-Var Corp.
Flintkote Co.
General Chemical Div., Allied Chemical & Dye Corp.
Hild Floor Machine Co.
Horn, A. C., Co., Inc.
Huntington Laboratories, Inc.
Keystone Chemical Co.
Master Builders Co.
Multi-Clean Products, Inc.
Stearns, George, Chemical & Mfg. Co.
Steelcote Mfg. Co.

FLOOR WAX

See: Wax, Floor

FLOW CONTROLS

See: Controls and Regulators (under specific headings)

FLOW METERS

See: Meters, Flow

FLOW-RATE INDICATORS

See: Indicators, Flow-Rate

FLOW RECORDERS

See: Recorders, Flow

FLOW REGULATORS

See: Controls and Regulators (under specific headings)

FLUES, STEEL SMOKE

Graver Tank & Mfg. Co., Inc.

FLUFFERS, HANDKERCHIEF

American Laundry Machinery Co.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

FLUID METERS

See: Meters, Fluid

FLUORESCENT LAMPS

See: Lamps, Fluorescent

FLUORIDE, AMMONIUM ACID

See: Sours

FLUORIDE, SODIUM ACID

See: Sours

FLUORIDE, SODIUM SILICO

See: Sours

FLUTING MACHINES

Maxant Button & Supply Co.

FOG FIRE-FIGHTING UNITS

See: Extinguishers, Fire

FOG GENERATORS

See: Insecticide Spray Equipment

FOLDERS, FLATWORK IRONER

See: Flatwork Ironer Folders

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

FOLDING MACHINES

American Laundry Machinery Co.
Forse Equipment Corp.
Prosperity Co., Inc.
Super Laundry Machinery Co., Inc.
Time Savers, Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

FOLDING TABLES

American Laundry Machinery Co.
Bernard Franklin Co., Inc.
Bishop David Freeman Co.
Forse Equipment Corp.
New York Pressing Machinery Corp.
Prosperity Co., Inc.
Reliable Machine Works, Inc.
U. S. Hoffman Machinery Corp.

FOLDING TRUCKS, CANVAS

See: Trucks, Industrial

FORMS, COLLAR

See: Collar Forms

FORMS, GLOVE

See: Glove Forms

FORMS, HOSIERY

See: Hosiery and Sock Forms

FORMS, NECKWEAR

Great Eastern Paper Converters, Inc.
Henrici Laundry Machinery Co.
Winner, Joe L.

FORMS, OVERALL

See: Overall Forms

FORMS, POCKET

See: Pocket Forms

FORMS, SLEEVE

See: Sleeve Forms

FORMS, TROUSER

See: Trouser Forms

FORMULA CONTROLS

See: Washer Timers and Controls

FOUNTAIN PENS, MARKING

Mark-O Corp.
Newhouse Specialty Co., Inc.
Stafford Mfg. Co., Inc.

FOUNTAINS, DRINKING

See: Drinking Fountains

FREQUENCY CHANGERS

General Electric Co.
Kato Engineering Co.

FRICTION MATERIAL, BRAKES, CLUTCHES, ETC.

Raybestos-Manhattan, Inc.

FUEL ECONOMIZERS

See: Economizers, Fuel

FUEL-OIL HEATERS

See: Heaters, Fuel-Oil

FUME-RESISTING PAINT

See: Paint

FUMIGANTS

Adco, Inc.
Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Dow Chemical Co.
DuPont de Nemours, E. I., & Co., Inc.
Haertel, Walter, Co.
Huntington Laboratories, Inc.
Keystone Chemical Co.
Nyco Products Co.
Reliable Machine Works, Inc.
Sirotta, Bernard, Co.
Stauffer Chemical Co.

FUMIGATING VAULTS

See: Vaults, Fumigating

FUNNELS

General Scientific Equipment Co.
Goodrich, B. F., Co.
Lunkenheimer Co.

FUR CLEANING DRUMS

See: Fur Cleaning Equipment

FUR CLEANING EQUIPMENT

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Haertel, Walter, Co.
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Nyco Products Co.
Package Chemical Co., Inc.
Reliable Machine Works, Inc.
Riverside Chemical Co., Inc.
Root & Co.
Sirotta, Bernard Co.
Stauffer Chemical Co.
Swift & Co.
Thoro Products Co.

FUR CLEANING SUPPLIES

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Haertel, Walter, Co.
Keystone Chemical Co.
Mortemoth Chemical Laboratories
Nyco Products Co.
Reliable Machine Works, Inc.
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Reliable Machine Works, Inc.
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Reliable Machine Works, Inc.
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Western Laundry Machinery Co.

FUR FINISHING EQUIPMENT

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Nyco Products Co.
Reliable Machine Works, Inc.
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FUR GARMENT BAGGERS

See: Baggers, Garment

FUR GLAZERS

American Pressboard Co.
Haertel, Walter, Co.
Reliable Machine Works, Inc.
Root & Co.
Sirotta, Bernard, Co.

FUR GLAZING FLUID

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Haertel, Walter, Co.
Nyco Products Co.
Package Chemical Co., Inc.
Reliable Machine Works, Inc.
Security Fur Seal Co., Inc.
Sirotta, Bernard, Co.

FUR IDENTIFICATION SYSTEMS

See: Identification Systems, Fur

FURNACE ARCHES

See: Arches, Furnace, Flat Suspended

FURNACE CEMENT

See: Cement, Furnace, Asbestos

FURNACE INSPECTION DOORS

See: Doors, Furnace Inspection

FURNACE WALLS

Green, A. P., Fire Brick Co.
Johns-Manville
Ramtite Co., Div. S. Obermayer Co.

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Bauer, Samuel, & Sons, Inc.
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Sirotta, Bernard, Co.

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Edelmuth Mfg. Chemists
Nyco Products Co.
Reliable Machine Works, Inc.
Riverside Mfg. Co.
Sirotta, Bernard, Co.

FURS, REPAIR, REMODELING SERVICE

Alfreda Furs
Asselin, Victor, Fur Co.
Bauer, Samuel, & Sons, Inc.
Custom Fur Service, Inc.
Le Ann Furs, Inc.
Reliable Machine Works, Inc.

FUR STORAGE EQUIPMENT AND SUPPLIES

See: Storage Vault Equipment or Storage Supplies

FUR VAULT COOLING UNITS

See: Refrigeration, Mechanical

FUSE CLAMPS

See: Clamps, Fuse

FUSE PULLERS

Ideal Industries, Inc.
Industrial Products Co.
Trico Fuse Mfg. Co.

FUSES, ELECTRIC

Trico Fuse Mfg. Co.

GARMENT BAGGERS

See: Baggers, Garment

GARMENT BAGS

See: Bags, Drycleaners'

GARMENT CARRIERS

See: Carts, Garment

GARMENT DRIERS

See: Driers, Garment, Hot-Air

GARMENT DYEING

See: Dyeing, Garment

GARMENT DYES

See: Dyes

GARMENT FINISHERS, STEAM-AIR

See: Steam-Air Finishers, Garment

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

GARMENT HANGERS
See: Hangers, Garment

GARMENT PRESSES
See: Presses (under specific headings)

GARMENT RACKS
See: Racks, Garment

GARMENT SHAPER-DRIER
See: Shaper-Drier, Garment

GARMENT STEAMERS
See: Steam-Air Finishers, Garment

GAS BURNERS
See: Burners, Gas

GAS-ELECTRIC TRUCKS
See: Trucks, Industrial

GAS ENGINES
See: Engines, Gas

GASKET CEMENT
See: Cement, Gasket

GASKET COMPOUND
Armite Laboratories
Goodrich, B. F., Co.
Johns-Manville
National Chemical Sales Co., Laboratory, Inc.
Steelcote Mfg. Co.

GASKETS
Aetna Felt Co., Inc.
Carey, Philip, Mfg. Co.
Chase Brass & Copper Co.
Goodrich, B. F., Co.
Hapman-Dutton Co., Dutton Boiler Div.
Johns-Manville
Raybestos-Manhattan, Inc.
Thoro Products Co.
U. S. Rubber Co.

GAS METERS
See: Meters, Gas

GAS-OIL BURNERS
See: Burners, Gas-Oil

GASOLINE MOTOR TRUCKS
See: Trucks, Motor

GATE VALVES
See: Valves, Gate

GAUGE GLASSES
Bowser, Inc.
Electric Auto-Lite Co., Instrument & Gauge Div.
Marsh, Jas. P., Corp.
Sterling, Inc.
Superior Controls Co., Inc.

GAUGE-GLASS PROTECTORS
Defender Instrument & Regulator Co.
Wright-Austin Co.

GAUGE LIGHTS
Wright-Austin Co.

GAUGES, AIR
Bailey Meter Co.
Crosby Steam Gage & Valve Co.
Dwyer, F. W., Mfg. Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Perfex Corp.
U. S. Gauge Div., American Machines & Metals, Inc.

GAUGES, DRAFT
See: Draft Gauges

GAUGES, HUMIDITY, SOLVENT
See: Solvent Humidity Control Units

GAUGES, LIQUID LEVEL
American Laundry Machinery Co.
Bailey Meter Co.
Bristol Co.
Crane Co.
Defender Instrument & Regulator Co.
Dwyer, F. W., Mfg. Co.
Fielden Instrument Corp.
Foxboro Co.
Hays Corp.
Lunkenheimer Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Oil-Rite Corp.
Stewart-Warner Corp., Alemite Corp.
U. S. Gauge Div., American Machine & Metals, Inc.
Yarnall-Waring Co.

GAUGES, PRESSURE
Bailey Meter Co.
Bristol Co.
Crosby Steam Gage & Valve Co.
Defender Instrument & Regulator Co.
Dwyer, F. W., Mfg. Co.
Foxboro Co.
Hays Corp.
Marsh, Jas. P., Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Sterling, Inc.
Stewart-Warner Corp., Alemite Corp.
U. S. Gauge Div., American Machine & Metals, Inc.

GAUGES, RECORDING
Bailey Meter Co.
Bristol Co.
Defender Instrument & Regulator Co.
Foxboro Co.
Electric Auto-Lite Co., Instrument & Gauge Div.
Hays Corp.
Mason-Neilan Regulator Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
U. S. Gauge Div., American Machine & Metals, Inc.
Weston Electrical Instrument Corp.

GAUGES, STEAM
Bailey Meter Co.
Crosby Steam Gage & Valve Co.
Electric Auto-Lite Co., Instrument & Gauge Div.
Foxboro Co.
Marsh, Jas. P., Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Sterling, Inc.
U. S. Gauge Div., American Machine & Metals, Inc.
Webster, Warren, & Co.

GAUGES, TEMPERATURE
American Laundry Machinery Co.
Bailey Meter Co.
Bristol Co.
Defender Instrument & Regulator Co.
Electric Auto-Lite Co., Instrument & Gauge Div.
Foxboro Co.
Marsh, Jas. P., Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Powers Regulator Co.
Pyrometer Instrument Co., Inc.
Sterling, Inc.
Stewart-Warner Corp., Alemite Corp.
U. S. Gauge Div., American Machine & Metals, Inc.
Weston Electrical Instrument Corp.

GAUGES, WATER
Bailey Meter Co.
Crosby Steam Gage & Valve Co.
Foxboro Co.
Lunkenheimer Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Stewart-Warner Corp., Alemite Corp.
Wright-Austin Co.
Yarnall-Waring Co.

GAUGE TESTERS
See: Testers, Gauge

GEARS, STOCK
Boston Gear Works, Inc.
Greaves Machine Tool Co.
Link-Belt Co.
Ramsey Chain Co., Inc.

GENERAL FORMULA
See: Spot Removers

GENERATORS, BLEACH
See: Bleach-Making Machines

GENERATORS, ELECTRIC
Allis, Louis Co.
Caterpillar Tractor Co.
Century Electric Co.
Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works
Electric Steam Boiler Sales, Div. Wolf Co.
Elliott Co.
General Electric Co.
Kato Engineering Co.
Reliance Electric & Engineering Co.
Worthington Pump & Machinery Corp.

GENERATORS, FOG
See: Insecticide Spray Equipment

GENERATORS, STEAM
See: Boilers and Steam Generators

GERMICIDES
See: Antiseptics, Bleaches, Sours

GLASS CLOTH, WOVEN
See: Cloth, Glass, Woven

GLASSINE SHIRT ENVELOPES
See: Envelopes, Shirt

GLAZERS, FUR
See: Fur Glazers

GLAZING FLUID, FUR
See: Fur Glazing Fluid

GLOBE VALVES
See: Valves, Globe

GLOVE CASES
See: Cases, Glove

GLOVE CLEANING MACHINES
Sabin Machine Co.

GLOVE FORMS
Henrici Laundry Machinery Co.

If you have a drycleaning plant and don't have any
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you owe it to yourself to investigate them today!
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RUBBER GLOVES—Synthetic, Natural and Neoprene, for use in drycleaning and laundering plants. Write for industrial glove folder 55B containing descriptions and prices. **CHARLESTON RUBBER COMPANY,** 19 Stark Industrial Park, Charleston, South Carolina.

GLOVE SOAPS
See: Soaps, Glove

GLUES AND GUMS
Armour & Co., Industrial Soap Div.
Mutual Paper Box Co., Inc.
National Starch Products, Inc.
Paisley Products, Inc.

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CO-BACK CONVEYORS

See: Conveyors, Go-Back

GOVERNORS, AUTOMOBILE

Hoof Products Co.

GOVERNORS, ENGINE

Hoof Products Co.

GOVERNORS, POWER PRESSING MACHINES

Pantex Mfg. Corp.

GOVERNORS, PUMP

David Regulator Co.
Defender Instrument & Regulator Co
D'Este Div., Kaye & MacDonald, Inc.
Keekley, O. C., Co
Leslie Co.
Mason-Neilan Regulator Co.
Squires, C. E., Co
Wright-Austin Co.

GOVERNORS, TURBINE

Leslie Co.

GRATES, SHAKING AND STATIONARY

Brownell Co.
Canton Stoker Corp.
Keeler, E., Co.
Laclede Stoker Co.

GRAVITY ROLLER CONVEYORS

See: Conveyors (under specific headings)

GREASES, LUBRICATING

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Cook's, Adam, Sons, Inc.
Grauer Research & Mfg. Co.
Gulf Oil Corp., Gulf Refining Co.
Keystone Lubricating Co.
Lubriplate Div., Fiske Bros. Refining Co.
Pure Oil Co.
Stewart-Warner Corp., Alemite Corp.
Texas Co
Union Oil Co. of California

GUARDS, HAT

See: Hat Guards

GUARDS, LAMP

Industrial Products Co.

GUARDS, MACHINE (BELT, FLYWHEEL, GEAR, ETC.)

Eastern Cyclone Conveyor Systems, Inc.
Kirk & Blum Mfg. Co.
Wright-Austin Co.

GUARDS, SAFETY

See: Safety Guards

GUARDS, TROUSER

See: Trouser Guards

GUIDE RACKS

Bernard Franklin Co., Inc.
Para-Lux Products Co.
White Machine Co., Inc.

GUMMED TAPE

See: Tape, Gummed

GUMS

See: Glues and Gums

GUNS, SPRAY

See: Spray Guns

HAMPERS

See: Baskets, Canvas, and Hampers, Shipping

HAMPERS, SHIPPING

Bonn, F. H., Co.
Daniels, C. R., Inc.
Lane, W. T., & Bros., Inc.
McElmoyl, W. J., Co.
Meese, Inc.
Steele Canvas Basket Co.

HAND CREAM, PROTECTIVE

Ayerst, McKenna & Harrison
Caled Products Co., Inc.
Davis Emergency Equipment Co., Inc.
DuPont de Nemours, E. I., & Co., Inc.
Huntington Laboratories, Inc.
Industrial Products Co.
Mine Safety Appliance Co.
National Cleaners Chemical Mfg. Co.
Riverside Chemical Co., Inc.
Stearns, George, Chemical & Mfg. Co.
Street, R. R., & Co., Inc.
Tarbonis Co.

HAND CREAM, THERAPEUTIC

Ayerst, McKenna & Harrison
Keystone Aniline & Chemical Co.
Tarbonis Co.

HAND HOISTS

See: Hoists

HANDKERCHIEF CONVEYORS

See: Conveyors, Handkerchief

HANDKERCHIEF FLUFFERS

See: Fluffers, Handkerchief

HANDKERCHIEF IRONERS

See: Ironers, Handkerchief

HANDKERCHIEF REPLACEMENTS

See: Replacements, Sheets, Pillowcases, etc.

HAND TRUCKS

See: Trucks, Industrial

HANGER BLOCKS

See: Blocks, Hanger and Pillow

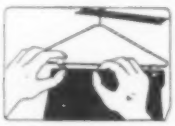
HANGER CAPES

See: Capes, Wire-Hanger

HANGER CLIPS

Academy Hanger Co., Inc.
Commercial Tag Co.

SKIRT HANGER CLIP



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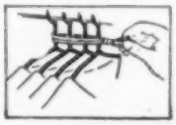

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Clopay Corp.
Fastik Co.
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Nashua Corp., Sure-Hold Div.
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Patek & Co.
Phoenix Products Co.
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Rosenthal Mfg. Co.

IRONERS, HANDKERCHIEF

American Laundry Machinery Co.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Prosperity Co., Inc.
Speed Queen Corp., Ironer Div.
Western Laundry Press Co.

IRONERS, HOSIERY

Huebsch Mfg. Co., Div. American Laundry Machinery Co.

IRONERS, RUFFLE

Maxant Button & Supply Co.

IRONERS, SLEEVE

American Laundry Machinery Co.
Forse Equipment Co.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Newhouse Specialty Co., Inc.
New York Pressing Machinery Corp.
Prosperity Co., Inc
Troy Laundry Machinery Div., American Machine & Metals, Inc.
Western Laundry Press Co.

IRONER TAPE

See: Tape, Ironer

IRONING BOARDS AND TABLES

American Laundry Machinery Co.
Bishop David Freeman Co.
Butler Mfg. Co.
Cissell, W. M., Mfg. Co., Inc.
Cooper, H. P., Co.
Cummings-Landau Laundry Machinery Co., Inc.
New York Pressing Machinery Corp.
Steele, J. W., & Co.

IRONING BOARDS, SLEEVE

See: Sleeve Boards

IRONING FORMS, EXPANDING

See: Expanding Ironing Forms

IRONING-ROOM CONVEYORS

See: Conveyors, Ironing-Room

IRON-REMOVAL EQUIPMENT, WATER TREATMENT

See: Water Treatment Equipment

IRONS, ELECTRIC

American Electric Heater Co.
Behrstock, L., Co.
Bishop David Freeman Co.
Butler Mfg. Co.
Cissell, W. M., Mfg. Co., Inc.
Cooper, H. P., Co.
Crown Mfg. Co.
Dejur Electric Works
General Electric Co.
Newhouse Specialty Co., Inc.
New York Pressing Machinery Corp.
Steele, J. W., & Co.
U. S. Hoffman Machinery Corp.

IRONS, PUFF

See: Puff Irons

IRONS, ROTARY, FUR

Reliable Machine Works, Inc.

IRONS, SPRAY

Bishop David Freeman Co.

IRONS, STEAM

Automatic Steam Products Corp.
Behrstock, L., Co.
Bishop David Freeman Co.
Butler Mfg. Co.
Cissell, W. M., Mfg. Co.
Cooper, H. P., Co.
Dejur Electric Works
Newhouse Specialty Co., Inc.
New York Pressing Machinery Corp.
Reliable Machine Works, Inc.
Stein, Lawrence M., Co.
Sterling, Inc.

IRONS, STEAM-ELECTRIC

Automatic Steam Products Corp.
Behrstock, L., Co.
Bishop David Freeman Co.
Butler Mfg. Co.
Cissell, W. M., Mfg. Co., Inc.
Cooper, H. P., Co.
Crown Mfg. Co.
Dejur Electric Works
General Electric Co.
Newhouse Specialty Co., Inc.
New York Pressing Machinery Corp.
Reliable Machine Works, Inc.

IRON STANDS

Amber Mfg. Co.
Bishop David Freeman Co.
New York Pressing Machinery Corp.

JAPAN WAX

See: Wax, Japan

JARS

Knight, Maurice A.

JOINTS, EXPANSION

See: Expansion Joints

JOINTS, FLEXIBLE STEAM

American District Steam Co., Inc.
Barco Mfg. Co.
Diamond Metal Products Co.
Flexonics Corp.
Lakewood Manufacturing Co.
New York Pressing Machinery Corp.

JOINTS, REVOLVING AND SWING

Barco Mfg. Co.
Diamond Metal Products Co.
Johnson Corp.
New York Pressing Machinery Corp.

JOURNAL ROLLER BEARINGS

See: Bearings, Journal Roller

KETTLES, DYE

See: Dye Kettles

LABEL MOISTENERS

See: Moisteners, Label

LABELS AND SEALS

Bartlett Label Co.
Conrad Embroidery Co.
Dennison Mfg. Co.
Lambooy Label & Wrapper Co.
Perfection Products Co.
Phoenix Products Co.
Rubinoff, M., Inc.
St. Louis Sticker Co.
Wormstead, Smith & Loomis, Inc.

LABELS, EMBROIDERED

See: Emblems

LABELS, WOVEN, MARKING

Cash, J. & J., Inc.
Penn Novelty Co.
Pre-Marked Strip Tag Co.

LABORATORY EQUIPMENT

Andrew Technical Service
General Scientific Equipment Co.
Sterling, Inc.

LACERS, BELT

Clipper Belt Lacer Co.
Crescent Belt Fastener Co.
Detroit Belt Lacer Co.
Flexible Steel Lacing Co.
Philadelphia Belting Co.
Williams, I. B., & Sons
Zuckerberg Co.

LACERS, FEED RIBBON

American Associated Cos.
Clipper Belt Lacer Co.
Flexible Steel Lacing Co.
Tingue, Brown & Co.
Zuckerberg Co.

LACERS, LAUNDRY APRON

Callaway Mills, Inc.
Clipper Belt Lacer Co.
Flexible Steel Lacing Co.
Tingue, Brown & Co.
Zuckerberg Co.

LAMP GUARDS

See: Guards, Lamp

LAMPS, COLOR-MATCHING AND DAYLIGHT

General Electric Co.
Sylvania Electric Products, Inc.
Westinghouse Electric Corp., Lamp Div.

LAMPS, FLUORESCENT

General Electric Co., Lamp Dept.
Ideal Lighting Co.
Sylvania Electric Products, Inc.
Westinghouse Electric Corp., Lamp Div.

LAMPS, MERCURY-VAPOR

General Electric Co., Lamp Dept.
Westinghouse Electric Corp., Lamp Div.

LAPEL PROTECTORS

See: Protectors, Lapel

LAUNDRY BAGS, PAPER

See: Bags, Laundry, Paper

LAUNDRY CARTS

See: Carts, Garments and Laundry

LAUNDRY DYES

See: Dyes

LAUNDRY EXTRACTORS

See: Extractors, Laundry

LAUNDRY PACKAGING

See: Packaging, Laundry

LAUNDRY PRESSES

See: Presses, Laundry, Manually Operated, or Presses, Laundry, Power Operated

LAUNDRY SOAPS

See: Soaps, Laundry

LAUNDRY TINTS

See: Tints and Dyes, Laundry

LAUNDRY TUMBLERS, CLOTHES

See: Tumblers, Clothes, Laundry

LAUNDRY WASHERS

See Washers, Laundry, Metal, or Washers, Laundry, Wood

LEATHER BELTING

See: Belting, Leather

LEATHER BELTING CEMENT

See: Cement, Leather Belting

LEATHER BELTING, WATERPROOF

See: Belting, Waterproof Leather

LEATHER CLEANING

Adelman Glove Cleaners, Inc., & Leather Cleaners
Certified Leather Cleaners
C. O. D. Cleaning and Dyeing Co.
Cole Leather Cleaners of America
Dyo Chemical Co.
Kirk's Leather Cleaners
Renard's
Signal Chemical Mfg. Co., Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

Stitt-Reed Inc. and/or William A. Reed & Co., Inc.

Suede and Leather Cleaners
Specialists Since 1863
Stitt-Reed, Inc.
William A. Reed & Co., Inc.
8432 44th Place Lyons, Ill.

Suedecare, Inc.
Suede King, Inc.
Tru Color Dye Works, Inc.

LEATHER CLEANING SOAPS
See: Soaps, Leather Cleaning

LEATHER DYEING
See: Dyeing, Leather

LEATHER SOFTENERS
Apex Chemical Co., Inc.
Benda Products, Inc.
Caled Products Co., Inc.
Du Pont de Nemours, E. I., Co., Inc.
Dyo Chemical Co.
Edelmuth Mfg. Chemists
Keystone Aniline & Chemical Co.
Nu-Pro Mfg. Co.
Nyco Products Co.
Package Chemical Co., Inc.
Riverside Mfg. Co.
Signal Chemical Mfg. Co., Inc.
Sirotta, Bernard, Co.
Spix Products Co.

LEVEL RECORDERS, BOILER
See: Recorders, Boiler Level

LIFT TRUCKS
See: Trucks, Industrial

LIGHTING FIXTURES
Donnell Co.
General Luminescent Corp.
Guth, Edwin F., Co.
Revere Electric Mfg. Co.

LIME SOAP SOLVENT
See: Solvent, Lime Soap

LINEN MARKERS
See: Markers, Linen

LINEN SUPPLIES
American Associated Cos.
Bimberg, Ben, & Co., Inc.
Bostwick-Batterson Co.
Pullclean Towel Cabinet System
Reed-Stabin, Inc.
Standard Garment Co.

LINERS, BASKET
Daniels, C. R., Inc.
Kennedy Car Liner & Bag Co., Inc.
Lane, W. T., & Bros.
Spear Box Co., Inc.
Wormstead, Smith & Loomis, Inc.
Zuckerberg Co.

LININGS
United Fabrics Co.

LINT BRUSHES
American Pressboard Co.
Dyo Chemical Co.
Master Products Co.
Newhouse Specialty Co., Inc.
Perma Products Co.
Southern Mills, Inc.

LIQUID BLEACH
See: Bleach, Liquid

LIQUID CHLORINE
See: Chlorine, Liquid

LIQUID LEVEL CONTROLS
See: Controls and Regulators, Liquid Level

LIQUID LEVEL GAUGES
See: Gauges, Liquid Level

LIQUID LEVEL RECORDERS
See: Recorders, Liquid Level

LIQUID LEVEL REGULATORS
See: Controls and Regulators, Liquid Level

LIQUID STARCH
See: Starch, Liquid

LISTING MACHINES
National Marking Machine Co.

LISTS, PRICE
See: Price Lists

LOCKERS, METAL
Berger Mfg. Div., Republic Steel Corp.

LOW WATER ALARMS
See: Alarms, High and Low Water

LOW WATER FUEL CUTOFFS
See: Boiler Fuel Cutoffs, Low Water

LUBRICANT STARCH
See: Starch, Lubricant

LUBRICATING BEARINGS
See: Bearings, Lubricating

LUBRICATING GREASES
See: Greases, Lubricating

LUBRICATING OILS
See: Oils, Lubricating

LUBRICATING SYSTEMS
Bowser, Inc.
Ingersoll-Rand Co.
Oil-Rite Corp.
Stewart-Warner Corp., Alemite Corp.
Trico Fuse Mfg. Co.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

MACHINE MARKING IDENTIFICATION SYSTEMS
See: Identification Systems

MACHINERY, USED AND REBUILT
Allied Laundry Machinery Corp.
Anchor Laundry Machinery Service, Inc.
American Laundry Machinery Co.
Baehr Laundry Machine Co.
Butler Mfg. Co.
California Laundry Equipment Co.
Chicago Dryer Co.
Columbia Laundry Machinery Co.
Cummings-Landau Laundry Machinery Co., Inc.

LAUNDRY and DRYCLEANING MACHINERY
By the largest company specializing in
REBUILT EQUIPMENT
Cummings-Landau Laundry Machinery Co., Inc.
305 Ten Eyck St., Brooklyn 6, N. Y.
Tel: HYacinth 7-1616

Excelsior Machinery Co.
Forse Equipment Corp.
Getzloff, R. B., & Son
Greaves Machine Tool Co.
Hammond Laundry-Cleaning Machinery Co.
Hatters Supply House, Inc.
Henrici Laundry Machinery Co.
Kehlstrom, E.
Mercury Cleaning Systems, Inc.
Midwest Laundry & Cleaning Machinery Co.
Mitchell, J. B., Co.
New York Pressing Machinery Corp.
Prosperity Co., Inc.
Reliable Machine Works, Inc.
Sec-O-Matic Corp.
Standard Laundry & Cleaning Machinery Co.
Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.
Universal Laundry Machinery Co.
U. S. Hoffman Machinery Corp.
United Vacuum Appliances Corp.
Western Laundry Press Co.
Williams Laundry Machinery Co., Inc.
Zephyr Laundry Machinery Co.

MACHINES, ELECTROLYTIC BLEACH-MAKING
See: Bleach-Making Machines

MACHINES, OFFICE
See: Office Machines

MANAGEMENT CONSULTANTS AND ENGINEERS
See: Engineers, Management

MARKERS, LINEN
Applegate Chemical Co.
Carson Textile Co., Inc.
National Marking Machine Co.
Pittsburgh Waterproof Co.
Stadham Co., Inc.
Stafford Mfg. Co., Inc.
Tingue, Brown & Co.

MARKERS, RUBBER
Skrandel Co.
Speare Co.
Stafford Mfg. Co., Inc.
Thompson-Hayward Chemical Co.
Zuckerberg Co.

MARKING FLAGS
See: Flags, Marking

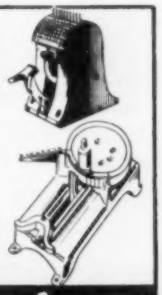
MARKING FOUNTAIN PENS
See: Fountain Pens, Marking

MARKING INK
See: Ink, Indelible Marking, or Ink, Invisible Marking

MARKING INK, INVISIBLE
See: Ink, Invisible Marking

MARKING LABELS, WOVEN
See: Labels, Woven, Marking

MARKING MACHINES
Applegate Chemical Co.
National Marking Machine Co.
OlsenMark Corp.
Perfection Products Corp.
Pinnacle Products Corp.
Pittsburgh Tag Co.

MARKING MACHINES
for every use
by
ARMA

Pittsburgh Tag Company
1112 GALVESTON AVE. • PITTSBURGH 33, PA.

Roberts Numbering Machine Co.
Stafford Mfg. Co., Inc.
Steigler, George, Co.
Textile Marking Machine Co., Inc.

MARKING PENS
See: Pens, Marking, and Fountain Pens, Marking

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

MARKING PINS

Keyes-Davis Co.
Key-Tag Checking System Co.
National Marking Machine Co.
Newhouse Specialty Co., Inc.
Stafford Mfg. Co., Inc.

MARKING ROOMS

American Laundry Machinery Co.
National Marking Machine Co.

MARKING SETS

Ink-O Products Co.
Keyes-Davis Co.
National Marking Machine Co.
Stafford Mfg. Co., Inc.

MARKING SYSTEMS

See: Identification Systems

MARKING TABLES

Colson Corp.
National Marking Machine Co.
Perfection Products Co.

MARKING TAGS

See: Tags, Marking

MARKING-TAG SEWING MACHINES

See: Sewing Machines, Marking-Tag

MARKING TAPE

See: Tape, Marking

MATS, FLOOR

Behrstock, L., Co.
Colonial Rubber Co.
General Scientific Equipment Co.
Goodrich, B. F., Co., Inc.
Newhouse Specialty Co., Inc.
Raybestos-Manhattan, Inc.
Tingue, Brown & Co.
U. S. Rubber Co.

MENDING AND DARNING MACHINES

See: Darning and Mending Machines

MENDING AND PATCHING MATERIAL, GARMENT AND LINEN

ABC Collar 'N' Cuff Co.
Chandler Machine Co.
Gummed Tape & Devices Co.
Hughes Co.
Lucas Products Corp.
Madison Products
Mendex Corp.
Newhouse Specialty Co., Inc.
Simmons Machine Co.
Standard Garment Co.
Thermopatch Corp.
Tingue, Brown & Co.
U. S. Marking Tag Co.

MENDING TAPE

See: Mending and Patching Material, Garment and Linen

MENDING TAPE, HEAT-SEALING

See: Mending and Patching Material, Garment and Linen

MERCURY-VAPOR LAMPS

See: Lamps, Mercury-Vapor

METAL BASKETS

See: Baskets, Metal

METAL BEARINGS

See: Bearings, Metal

METAL CHUTES

See: Chutes, Metal

METAL, CORROSION-RESISTANT

Allegheny-Ludlum Steel Corp.
Crucible Steel Co. of America
Haynes Stellite Co., Unit of Union Carbide & Carbon Corp.
International Nickle Co., Inc.

METAL CYLINDERS

See: Washer Cylinders, Metal

METAL HAND TRUCKS

See: Trucks, Industrial

METAL HOSE, FLEXIBLE

See: Hose, Flexible Metal

METAL LOCKERS

See: Lockers, Metal

METAL, MONEL

International Nickel Co., Inc.

METAL PADS, MONEL

See: Pads and Padding, Press and Ironer

METAL, PERFORATED

Berger Mfg. Div., Republic Steel Corp.
Chase Brass & Copper Co.
Ohio Centrifugals Co.

METAL PICK-UP BOXES

See: Boxes, Metal

METAL POLISH

See: Polish, Metal

METAL, PORCELAIN-ENAMELED

Stafford Mfg. Co., Inc.

METAL-PROTECTIVE PAINT

See: Paint

METAL ROOFING

See: Roofing, Metal

METAL SHELVING

See: Shelving, Metal

METAL TANKS

See: Tanks, Metal

METAL VATS

See: Vats, Metal

METAL WASHERS

See: Washers (under specific headings)

METAPHOSPHATE

Calgon, Inc.
Rumford Chemical Works
Thompson-Hayward Chemical Co.

METASILICATE

Diamond Alkali Co.
DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Philadelphia Quartz Co.
Thompson-Hayward Chemical Co.

METERS, AIR

Bailey Meter Co.
Dwyer, F. W., Mfg. Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.

METERS, BOILER

Bailey Meter Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.

METERS, CARBON DIOXIDE (CO_2)

Cambridge Instrument Co., Inc.
Davis Emergency Equipment Co., Inc.
Defender Instrument & Regulator Co.
Dwyer, F. W., Mfg. Co.
General Scientific Equipment Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.

METERS, CONDENSATION

American District Steam Co., Inc.
Minneapolis-Honeywell Regulator Co., Industrial Div.

METERS, ELECTRIC

General Electric Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Weston Electrical Instrument Corp.

METERS, FEED-WATER

Bailey Meter Co.
Buffalo Meter Co.
Foxboro Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.

METERS, FLOW

Bailey Meter Co.
Bristol Co.
Dwyer, F. W., Mfg. Co.
Fisher & Porter Co.
Foxboro Co.
Hagan Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Proportioneers, Inc.
Republic Flow Meters Co.

METERS, FLUID

American District Steam Co., Inc.
Bailey Meter Co.
Bowser, Inc.
Buffalo Meter Co.
Dixo Co.
Foxboro Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Proportioneers, Inc.
Republic Flow Meters Co.

METERS, GAS

Bailey Meter Co.
Foxboro Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.
Roots-Connersville Blower Corp.
Worthington Pump & Machinery Corp.

METERS, pH CHLORIMETRIC DETERMINATION

See: pH Control Equipment

METERS, pH ELECTROMETRIC DETERMINATION

See: pH Control Equipment

METERS, STEAM

American Distric Steam Co., Inc.
Bailey Meter Co.
Bristol Co.
Foxboro Co.
Hagan Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.

METERS, TIME

Bildwell Manfacturers
Minneapolis-Honeywell Regulator Co., Industrial Div.
Norman Control Co.
Van Chemical Co.

METERS, WASHER

American Laundry Machinery Co.
Bildwell Manfacturers
Minneapolis-Honeywell Regulator Co., Industrial Div.
Norman Control Co.
Rosenthal Mfg. Co.
Van Chemical Co.

METERS, WATER

Bailey Meter Co.
Buffalo Meter Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Republic Flow Meters Co.
Worthington Pump & Machinery Corp.

MILDEW PREVENTATIVES

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Carlton Chemical Co., Inc.
Chek Products, Inc.
Cidex Corp.
DuPont de Nemours, E. I., & Co., Inc.
General Dyestuff Corp.
Germaclean, Inc.
Haertel, Walter, Co.
Hope Chemical Corp.
Kohnstamm, H., & Co., Inc.
Mallinckrodt Chemical Works
Nuodex Products Co., Inc.
Patek & Co.
Pennsylvania Refining Co.
Research Laboratories Corp.
Sirotta, Bernard, Co.
Speare Co.
Thompson-Hayward Chemical Co.
U. S. Rubber Co.

MILL WHITE PAINT

See: Paint

MIXERS, STARCH

See: Starch Mixers

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

MODIFIED SODA

See: Soda, Modified

MOISTENERS, LABEL

Better Packages, Inc.

MOISTURE-DISPENSING AGENTS, FOR CHARGE SYSTEM

Caled Products Co., Inc.
Colgate-Palmolive Co.
Davies-Young Soap Co.
Dixo Co.
Eaton Chemical & Dyestuff Co.
Edelmuth Mfg. Chemists
Ellenbogen & Shannon, Inc.
Hope Chemical Corp.
Keystone Aniline & Chemical Co.
Keystone Chemical Co.
Lustrol Drycleaning Products Co.
National Cleaners Chemical Mfg. Co.
Nu-Pro Mfg. Co.
Pennsylvania Salt Mfg. Co.
Riverside Mfg. Co.
Spix Products Co.
Street, R. R., & Co., Inc.

MOLDED RUBBER GOODS

See: Rubber Goods, Molded

MONEL METAL

See: Metal, Monel

MONEL METAL PADS

See: Pads and Padding, Press and Ironer

MONORAIL CONVEYORS

See: Conveyors, Monorail

MONORAIL TROLLEYS

See: Trolleys, Monorail

MOTHPROOFING AGENTS

Adco, Inc.
Adrian Research & Chemical Co., Inc.
American Mothproofing Co.
Berlou Mfg. Co.
Benda Products, Inc.
Chek Products, Inc
Cidex Corp.
Columbia-Southern Chemical Corp.
Diamond Chemical Co., Inc.
Dixo Co.
Ellenbogen & Shannon, Inc.
Emery Industries, Inc., Sanitone Div.
Fumol Corp.

FUMOL MOTH PROTECTION
FUMOL "Pete" (0540) for Petroleum Systems
FUMOL "Cynthia" (SS200) for Synthetic Systems
MOTH SECTOL for Spraying
FUMOL CORPORATION
Van Dumm Street and Borden Avenue
Long Island City 1, New York

General Dyestuff Corp.
Germaclean, Inc.
Glise'n Products Co., Inc.
Haertel, Walter, Co.
Hope Chemical Corp.
Huntington Laboratories, Inc.
Johnson Chemical Industries, Inc.
Kenco Chemical Co., Inc.
Keystone Chemical Co.
Kohnstamm, H., & Co., Inc.
Mallinckrodt Chemical Works
Merson Products Co.
Mortemoth Chemical Laboratories
National Textile Conservation Co., Div. Research Laboratories Corp.
Patterson Laboratories, Inc.
Pennsylvania Salt Mfg. Co.
Per-Mo Products Co.
Riverside Mfg. Co.
Sibur Mfg. Co.
Signal Chemical Mfg. Co.

SANEX MOTH PROTECTION
Draw new customers—MOTHPROOFING at no extra cost.
A complete merchandising program designed to Build Volume, Goodwill and Increase Profits.
Applied in the wheel.
Dry and neutral passes through filter—will not affect solvent or soaps.
Signal Chemical Mfg. Co.
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Sirotta, Bernard, Co.
Slater-Robbins Co., Inc.
Thompson-Hayward Chemical Co.
Van Chemical Co.
Wolke, A. F., Co.
Zel-Tex Co., Inc.

MOTHPROOFING AND FLAME-PROOFING AGENTS COMBINED

See: Flameproofing and Mothproofing Agents Combined

MOTHPROOFING EQUIPMENT

Haertel, Walter, Co.
Keystone Chemical Co.
Reliable Machine Works, Inc.
U. S. Hoffman Machinery Corp.
Wolke, A. F., Co.

MOTHPROOF STORAGE BAGS

See: Bags, Storage Mothproof

MOTH REPELLENTS

See: Mothproofing Agents

MOTOR CONTROLS

See: Controls and Regulators, Motor

MOTOR-GENERATOR SETS

Allis, Louis, Co.
Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works
Elliot Co.
General Electric Co.
Kato Engineering Co.

MOTOR-OPERATED VALVES

See: Valves, Motor-Operated

MOTORS, ELECTRIC

Allis-Chalmers Mfg. Co.
Allis, Louis, Co.
Century Electric Co.
Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works
Diehl Mfg. Co., Electrical Div. Singer Mfg. Co.
Elliott Co.
General Electric Co.
Reliance Electric & Engineering Co.
Worthington Pump & Machinery Corp.

MOTOR TRUCKS

See: Trucks, Motor

MUSHROOM PRESSES

See: Presses, Mushroom

NAMEPLATES

See: Emblems

NAPHTHAS

American Mineral Spirits Co
Anderson-Prichard Oil Corp.
Shell Oil Co., Inc.
Skelly Oil Co.
Socony-Vacuum Oil Co., Inc.
Standard Oil Co.
Union Oil Co. of California

NECKBAND REPLACEMENTS

See: Replacements, Collar, Cuff and Neckband

NECKTIE BAGS

See: Bags, Necktie

NECKTIE CASES

See: Cases, Necktie

NECKTIE HANGERS

See: Hangers, Necktie

NECKTIE PRESSES

Henrici Laundry Machinery Co.

If you have a drycleaning plant and don't have a
"HENRICI" NECKTIE PRESS
you owe it to yourself to investigate this popular, productive and profitable machine today!
HENRICI LAUNDRY MACHINERY CO.
Henrici Street, Boston 26, Mass.

NET HOLDERS

See: Holders, Bag and Net

NET PINS

See: Pins, Net

NETS, LAUNDRY

American Associated Cos.
Callaway Mills, Inc.
Carson Textile Co., Inc.
Davis Mills, Inc.
Ellenbogen & Shannon, Inc.
Fablok Mills, Inc.
Gibraltar Fabrics, Inc.

"GIBRALTARIZED"
NYLON NETS ARE ALL
PRE-SHRUNK
DATEX Dacron Duck
Flatwork Ironer Covers.
"RESINTEX" Nylon Press Cloths & Covers
"GIBRALTAR" Nylon FWI Tape & Cord
"GIBRALTAR" FWI Assemblies, Asbestos and or Nylon
GIBRALTAR FABRICS, INC.
254-36th ST., BROOKLYN 32, N. Y.

Gold, Isidore
Hettrick Mfg. Co.
Hygrade Button & Supply Co.
Iselin-Jefferson Co., Inc.
Nylonet Corp.
Patek & Co.
Pittsburgh Waterproof Co.
Robins, G. S., & Co.
Smith, X. S., Inc.
Southern Mills, Inc.
Speare Co.
Tingue, Brown & Co.
Whitehouse Nylon Products
Zuckerberg Co.

NEUTRAL LUBRICANT

See: Spotting Agents

NICKEL AND NICKEL ALLOYS

Haynes Stellite Co., Unit of Union Carbide & Carbon Corp.
International Nickel Co., Inc.

NON-RETURN TRAPS

See: Traps, Non-Return

NON-RETURN VALVES, BOILER

See: Valves, Boiler Non-Return

NOZZLES, SPRAY

American- LaFrance-Foamite Corp.
DeVilbiss Co.
Goodrich, B. F., Co.
Newhouse Specialty Co., Inc.
Spray Engineering Co.
Stewart-Warner Corp., Alemite Corp.
Yarnall-Waring Co.

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

NUMBERING MACHINES

American Numbering Machine Co.
Keyes-Davis Co.
Roberts Numbering Machine Co.
Stafford Mfg. Co., Inc.

NUTSHELLS, FUR CLEANING

See: Fur Cleaning Supplies

NYLON COVER CLOTH

See: Cloth, Cover

NYLON IRONER TAPE

See: Tape, Ironer

NYLON NETS

See: Nets, Laundry

NYLON PRESS CLOTH

See: Cloth, Press

ODOR ABSORBERS

See: Absorber, Odor

ODOR ELIMINATORS

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Kohnstamm, H., & Co., Inc.
Mead, George E., Co.
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Package Chemical Co., Inc.
Paper Chemicals, Inc.
Pennsylvania Refining Co.

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See: Burners, Oil

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See: Coolers, Oil, Water, Air

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Johnson Corp.
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See: Bearings, Oilless

OIL PUMPS

See: Pumps, Oil

OIL-REMOVING FILTERS

See: Filters, Oil-Removing

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Texas Co.
Union Oil Co. of California

OIL SOAPS

See: Soaps, Oil

OILS, SULPHONATED

See: Sulphonated Oils

OIL, TURKEY RED

See: Turkey Red Oil

OPTICAL BLEACH

See: Bleach

ORTHOSILICATE (SODIUM)

See: Sodium Orthosilicate

OVERALL FORMS

Leef Bros., Inc.

OVERALL PRESSES

See: Presses, Overall

OVERFEED STOKERS

See: Stokers

OVERHEAD CONVEYORS

See: Conveyors (under specific headings)

OVERHEAD CRANES

See: Cranes, Overhead Electric

OXALIC ACID

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Innis, Speiden & Co.
Mallinckrodt Chemical Works
Victor Chemical Works

OZONE GENERATORS

See: Deodorizing Machines

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See: Conveyors, Package Discharge

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See: Pads and Padding, Press and Ironer

PADDING, FELT

See: Pads and Padding, Press and Ironer

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See: Pads and Padding, Press and Ironer

PADS AND PADDING, PRESS AND IRONER

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PADS, MONEL METAL
See: Pads and Padding, Press and Ironer

PADS, PRESS AND IRONER, ASBESTOS
See: Pads and Padding, Press and Ironer

PADS, PRESS, COTTON
See: Pads and Padding, Press and Ironer

PADS, PRESS, FELT
See: Pads and Padding, Press and Ironer

PADS, PRESS, FLANNEL
See: Pads and Padding, Press and Ironer

PADS, PRESS, RUBBER
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PADS, PRESS, SPRING
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PADS, PRESS, STEEL WOOL
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PADS, PRESS, WOVEN
See: Pads and Padding, Press and Ironer

PADS, TUMBLER
See: Tumbler Pads

PAILS, ACID-RESISTING
See: Buckets and Pails, Acid-Resisting

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See: Paint

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See: Paint

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See: Paint

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See: Paint

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See: Paint

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PAINT, STEAM- AND FUME-RESISTING
See: Paint

PAINT, TRUCK
See: Paint

PAINT, WOOD
See: Paint

PANTS BAGS
See: Bags, Pants or Trousers

PAPER, ASBESTOS
See: Asbestos Paper

PAPER BANDS
See: Bands, Paper

PAPER BOXES
See: Boxes, Fiber and Paper

PAPER HANGERS
See: Hangers, Garment

PAPER LAUNDRY BAGS
See: Bags, Laundry, Paper

PAPER LINERS
See: Liners, Paper

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See: Envelopes, Shirt

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See: Wrappers, Paper

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PASTE SOAPS
See: Soaps, Drycleaning

PATCHING AND MENDING MATERIAL
See: Mending, Patching Material

PEARL BUTTONS
See: Buttons

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

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Caled Products Co., Inc.
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Hope Chemical Corp.
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See: Indicators, pH

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PHOSPHATE, SODIUM TETRA-PHOSPHATE

See: Sodium Tetraphosphate

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See: Test Kits, Phosphate

PHOSPHATE, TRISODIUM

See: Trisodium Phosphate

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See: Controls and Regulators, Photoelectric

pH TEST KITS

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See: Tickings

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See: Insulation, Pipe and Boiler

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PIPE FITTINGS

See: Fittings, Pipe

PIPE INSULATION

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See: Clamps, Pipe-Repair

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Republic Steel Corp.
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PIPE WRENCHES

See: Wrenches, Pipe

PLASTIC BUTTONS

See: Buttons

PLASTIC FIREBRICK

See: Firebrick

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See: Trucks, Industrial

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PNEUMATIC CONVEYORS

See: Conveyors, Pneumatic, Bulk

PNEUMATIC HOISTS

See: Hoists

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POCKET REPLACEMENTS

See: Replacements, Pocket, Trouser

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POLISHING MACHINES, FLOOR

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See: Scales

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POWDER, BLEACHING

See: Bleaching Powder

POWDER, BREAK

See: Break Powder

POWDER DISPENSERS, FILTER

See: Filter Powder Dispensers

POWDER, FILTER

See: Filter Powder

POWER HOISTS

See: Hoists

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See: Boilers and Steam Generators

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G & G Chemical Co.
Hope Chemical Co.
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Lustrol Drycleaning Products Co.
Mead, George E., Co.
Merson Products Co.
National Cleaners Chemical Mfg. Co.
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Keever Starch Co.
Stadham Co., Inc.
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PRESS CLOTH

See: Cloth, Press

PRESS CLOTH, WOOL

See: Cloth, Press

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West Side Corp.
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Zellermayer, Nathan, & Co.
Zuckerberg Co.

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Forse Equipment Corp.

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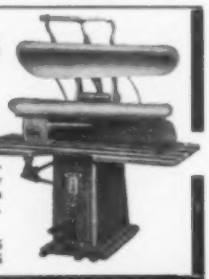
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National Marking Machine Co.
New England Business Service
Recordak Corp.
Remington Rand Co.
Royal-McBee Co.
Rubinoff, M., Inc.
Standard Register Co.
Todd Co., Inc.
Wormstead, Smith & Loomis, Inc.

RECOVERY UNITS, SOLVENT

See: Solvent Recovery Units

RED OIL, TURKEY

See: Turkey Red Oil

REDUCERS, SPEED

Boston Gear Works, Inc.
General Electric Co.
Link-Belt Co.

REDUCING AND REGULATING VALVES

See: Valves, Reducing and Regulating

REELS, HOSE

Alemite Div., Stewart-Warner Corp.
Wayne Pump Co.

REELS, SORTING

See: Sorting Reels

REFRACTORY CEMENT

See: Cement, Refractory

REFRACTORY MATERIALS

Carey, Philip, Mfg. Co.
Green, A. P., Fire Brick Co.
Johns-Manville
Mexico Refractories Co.
Plibrico Co.
Quigley Co., Inc.
Ramtite Co., Div. S. Obermayer Co.

REFRIGERATION, MECHANICAL

Brunner Mfg. Co.
Carrier Corp.
General Electric Co., Air Conditioning Dept.
Kelvinator Div., Nash-Kelvinator Corp.
Reliable Machine Works, Inc.
Trane Co.

REGISTERS, AUTOGRAPHIC, AND SUPPLIES

Autographic Register Co.
Econo-Pak Register Co.
Egry Register Co.
Hub Printing Services
Moore Business Forms, Inc.
Ohmer Register Co.
Standard Register Co.

REGISTERS, CASH AND CONTROL

Allen, R. C., Business Machines, Inc.
Burroughs Adding Machine Co.
Moore Business Forms, Inc.
National Cash Register Co.
Ohmer Register Co.
Standard Register Co.

REGULATORS

See: Controls and Regulators (under specific headings)

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

RELIEF VALVES

See: Valves, Relief

REMOVERS, PAINT

See: Paint Removers

REMOVERS, RUST

See: Rust Removers

REMOVERS, STAIN

See: Stain Removers

REPELLENTS, MOTH

See: Mothproofing Agents

REPELLENTS, WATER

See: Water Repellents

REPLACEMENTS, COLLAR, CUFF AND NECKBAND

Bussard, R. D., & Son
Dublife Collar Co.
Hygrade Button & Supply Co.
Zuckerberg Co.

THE NEW "PERMA-FOLD" NON-WILT COLLAR
Folds As Easily As A Soft Collar
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87 Franklin St. New York 13, N. Y.

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Dublife Collar Co.
Patek & Co.
Zuckerberg Co.

REPLACEMENTS, SHEETS, PILLOWCASES, ETC.

American Associated Cos.
Lasca Inc.
Reed-Stabin, Inc.
Zuckerberg Co.

RETURN SYSTEMS, BOILER

See: Boiler Return Systems

RETURN SYSTEMS, EXTRACTED SOLVENT

Carver, Tom, Inc.
Hammond Laundry-Cleaning Machinery Co.
Midwest Laundry & Cleaning Machinery Co.
New York Pressing Machinery Corp.
Pellerin Milnor Corp.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

RETURN SYSTEMS, STEAM CONDENSATE

Acker, W. M., Organization, Inc.
Carver, Tom, Inc.
Chicago Pump Co.
Cochrane Corp.
Cyclotherm Div., National-U. S. Radiator Corp.
Davis Engineering Corp.
Glover, Bill, Inc.
Hapman-Dutton Co., Dutton Boiler Div.
Johnson Corp.
Midwest Laundry & Cleaning Machinery Co.
Moorehead Mfg. Co.
Pantex Mfg. Co.
Patterson-Kelley Co., Inc.
Schaub, Fred H., Engineering Co., Inc.
Spotswood Parker & Co.
Southern Machinery Co.
Sterling Engineering & Mfg. Corp., Templeton Mfg. Co.
Stout, David, & Sons
Strong, Carlisle & Hammond Co.
U. S. Hoffman Machinery Corp.

RETURN TRAPS

See: Traps, Return

REWEAVING

A. A. Weaving Service
Ace Weaving Service
Adams Weaving Co.
Amber School of Reweaving
American Textile Weaving Co.
Berger Damage Reweaving Co.
Cincinnati Repair Service
Columbus Reweavers
French Textile Co.
Globe Weaving Co.
Hinz Needle Co.
Magic Re-Weaving Service
Magic Textile Weavers
Mohl, Hedda
National Repair Service
Nelsonating
Stadler Textile Weavers, Inc.
Superior Reweavers
Thrifty Weavers
Weave Masters, Inc.
Weissert, R. M.

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Wizard Weavers, Inc.
Wonder Weavers

REWEAVING EQUIPMENT

Amber School of Reweaving
Columbia Needlework Supply Co., Gearhart Runner Knitter Co.
Fabricon Co.
Nelsonating
Wonder Weavers

REWEAVING SCHOOL

Amber School of Reweaving

RIBBON, CELLOPHANE

See: Cellophane Products

RIBBONS, FEED

American Associated Cos.
Curry, J. W., Co.
Egan Cotton Mills
Hope Webbing Co.
New York Belting & Packing Co.
Patek & Co.
Pittsburgh Waterproof Co.
Southern Mills, Inc.
Tingue, Brown & Co.
Victor Balata & Textile Belting Co.
Wick Narrow Fabric Co.

ROLL COVERS

Aetna Felt Co., Inc.
Bonn, F. H., Co.
Callaway Mills, Inc.
Carson Textile Co., Inc.
Gibraltar Fabrics, Inc.
Goodrich, B. F., Co.
Maxant Button & Supply Co.
Patek & Co.
Pittsburgh Waterproof Co.
Revolite Div., Atlas Powder Co.
Stadham Co., Inc.
Tingue, Brown & Co.
U. S. Rubber Co.

ROLLER BEARINGS

See: Bearings, Roller

ROLLER BEARINGS, JOURNAL

See: Bearings, Journal Roller

ROLLS, RUBBER-COVERED

Goodrich, B. F., Co.
Raybestos-Manhattan, Inc.
U. S. Rubber Co.

ROOFING, CHANNEL, METAL

Berger Mfg. Div., Republic Steel Corp.
Revere Copper & Brass, Inc.

ROOFING MATERIALS

Barrett Div., Allied Chemical & Dye Corp.
Carey, Philip, Mfg. Co.
Flintkote Co.
Horn, A. C., Co., Inc.
Johns-Manville
Revere Copper & Brass, Inc.
Rubber City Mfg. Co.
Ruberoid Co.
Steelcote Mfg. Co.
Tropical Paint & Oil Co.

ROOFING, METAL

Berger Mfg. Div., Republic Steel Corp.
International Nickel Co., Inc.
Republic Steel Corp.
Revere Copper & Brass, Inc.

ROOF RESURFACING MATERIALS

Barrett Div., Allied Chemical & Dye Corp.
Flintkote Co.
Horn, A. C., Co., Inc.
Johns-Manville
Riverside Chemical Co., Inc.
Ruberoid Co.
Steelcote Mfg. Co.
Tropical Paint & Oil Co.

ROOF VENTILATORS

See: Ventilators

ROOMS, DRY-

See: Dryrooms

ROOMS, MARKING

See: Marking Rooms

ROTARY BEATERS

See: Beaters, Carpet and Rug

ROTARY BRUSHES, FUR CLEANING

American Pressboard Co., Inc.
Atlanta Brush Co.
Haertel, Walter, Co.
Pennington, C. W., Co.
Reliable Machine Works, Inc.

ROTARY BRUSHES, RUG CLEANING

American Laundry Machinery Co.
Certified Chemical & Equipment Co.
Cleveland Rug Cleaning Machinery Co.
Hild Floor Machine Co.
Lincoln-Schluetter Floor Machinery Co., Inc.
Multi-Clean Products, Inc.
Pennington, C. W., Co.
United Vacuum Appliance Corp.

ROTARY BRUSH REFILLS

Multi-Clean Products, Inc.
Pennington, C. W., Co.

ROTARY CONVERTERS

See: Converters, Rotary

ROTARY PUMPS

See: Pumps (under specific headings)

RUBBER BELTING

See: Belting, Rubber

RUBBER BOOTS

See: Boots, Rubber

RUBBER CEMENT

See: Cement, Rubber

RUBBER GOODS, MOLDED

Behrstock, L., Co.
Carlyle Rubber Co., Inc.
Raybestos-Manhattan Co.
U. S. Rubber Co.

RUBBER HOSE

See: Hose, Rubber

RUBBER MARKERS

See: Markers, Rubber

RUBBER NETS

See: Nets, Laundry

RUBBER PADDING

See: Pads and Padding, Press and Ironer

RUBBER PAILS

See: Buckets and Pails, Acid-Resisting

RUBBER STAMPS

See: Stamps, Rubber

RUBBER-TIRED WHEELS

See: Wheels and Casters, Trucks, etc.

RUFFLE IRONERS

See: Ironers, Ruffle

RUG AND CARPET BINDING

See: Binding, Rug and Carpet

RUG AND CARPET CLEANING EQUIPMENT

Advance Floor Machine Co.
Aqua-Jet Machines Corp.
American Laundry Machinery Co.
Bertsch & Co., Inc.
Certified Chemical & Equipment Co.
Cleveland Rug Cleaning Machinery Co.
Continental Car-Na-Var Corp.
Hammond Laundry-Cleaning Machinery Co.
Hild Floor Machine Co.
Holt Mfg. Co.
Lincoln-Schluetter Floor Machinery Co., Inc.
Mar-Mak Machinery Mfg. Co.
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Production Line Rug Cleaning Equipment

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Proctor & Schwartz, Inc.
United Vacuum Appliance Corp.

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American Laundry Machinery Co.
Cleveland Rug Cleaning Machinery Co.
Hild Floor Machine Co.
Hoyt Mfg. Co.
Proctor & Schwartz, Inc.
United Vacuum Appliance Corp.

RUG AND CARPET DUSTERS

American Laundry Machinery Co.
Cleveland Rug Machinery Co.
United Vacuum Appliance Corp.

RUG AND CARPET SCRUBBING MACHINES

American Laundry Machinery Co.
Breuer Electric Mfg. Co.
Certified Chemical & Equipment Co.
Cleveland Rug Cleaning Machinery Co.
Continental Car-Na-Var Corp.
Hild Floor Machine Co.
Holt Mfg. Co.
Moore's Time Saving Equipment, Inc.
Multi-Clean Products, Inc.
Proctor & Schwartz, Inc.
Rugmasters Mfg. Co.
United Vacuum Appliance Corp.

RUG AND CARPET SIZING EQUIPMENT

See: Rug and Carpet Cleaning Equipment

RUG AND CARPET SIZINGS

See: Sizings, Rug

RUG AND CARPET SOAPS

See: Soaps, Rug and Carpet

RUG AND CARPET STRETCHERS

Moore's Time Saving Equipment, Inc.
United Vacuum Appliance Corp.

RUG AND CARPET WRINGERS

American Laundry Machinery Co.
Bertsch & Co.
Cleveland Rug Cleaning Machinery Co.
Moore's Time Saving Equipment, Inc.
United Vacuum Appliance Corp.

RUG BEATERS

American Laundry Machinery Co.
Cleveland Rug Cleaning Machinery Co.
Hild Floor Machine Co.
United Vacuum Appliance Corp.

RUG CLEANING AND FINISHING COMPOUNDS

Adrian Research & Chemical Co., Inc.
American Alcolac Corp.
Apex Chemical Co., Inc.
Armour & Co., Industrial Soap Div.
Bigelow-Sanford Carpet Co.
Bleneo Co.
Caled Products Co., Inc.
Calgon, Inc.
Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Certified Chemical & Equipment Co.
Colgate-Palmolive Co.
Continental Car-Na-Var Corp.
Davies-Young Soap Co.
Diamond Alkali Co.
Diamond Chemical Co., Inc.
Edelmuth Mfg. Chemists
Endriss Chemicals
Fumol Corp.
Glamorene, Inc.
Gliss'n Products Co., Inc.
Hercules Powder Co.
Hild Floor Machine Co.
Holt Mfg. Co.
Hope Chemical Corp.
Huntington Laboratories, Inc.
Keever Starch Co.
Lewis National Corp.
Los Angeles Soap Co.
Marvella Corp.
Merson Products Co.
Multi-Clean Products, Inc.
Nu-Pro Mfg. Co.
Oakite Products Co.
Patek & Co.
Pennsylvania Salt Mfg. Co.
Philadelphia Quartz Co.
Procter & Gamble Distributing Co.
Riverside Mfg. Co.
Slater-Robbins Co., Inc.
Standard Soap Co. of Camden
Stearns, George, Chemical & Mfg. Co.
Swift & Co.
Warco Laboratories
Wyandotte Chemicals Corp.

RUG DRYING CONVEYORS

See: Conveyors, Rug Drying

RUG DYEING

See: Dyeing, Rug and Carpet

RUG ROLLERS AND WRAPPERS

Dyken Mfg. Co., Inc.

RUG TUMBLERS

See: Tumblers, Rug Cleaning

RUG WASHERS

See: Washers, Rug

RUST PREVENTATIVES

Acme Industrial Compound Corp.
Adrian Research & Chemical Co., Inc.
Calgon, Inc.
Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Culligan Zeolite Co.
Drew, E. F., & Co., Inc.
Flintkote Co.
Gulf Oil Corp., Gulf Refining Co.
Huntington Laboratories, Inc.
Kennedy Products Co.
Keystone Lubricating Co.
Midland Paint & Varnish Co.
National Chemical Sales Co., Laboratory, Inc.
Oakite Products, Inc.
Pennsylvania Salt Mfg. Co.
Philadelphia Quartz Co.
Quigley Co., Inc.
Standard Oil Co.
Stearns, George, Chemical & Mfg. Co.
Stewart-Warner Corp., Alemite Corp.
Subox, Inc.
Tropical Paint & Oil Co.
Union Oil Co. of California
Watson-Standard Co.

RUST REMOVERS

Diamond Chemical Co., Inc.
DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Greenville Chemical Co.
Hachik Bleach Co.
Hood Chemical Co., Inc.

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Safe, fast, economical Rust Remover
HOOD CHEMICAL CO., Inc.
Ardmore, Pa.

Hope Chemical Corp.
Huntington Laboratories, Inc.
Johnson Chemical Industries, Inc.
Johnson, W. F., Products Co.
Keystone Aniline & Chemical Co.
Keystone Lubricating Co.
Kohnstamm, H., & Co., Inc.
Lustrol Dryeleaning Products Co.
National Cleaners Chemicals Mfg. Co.
Oakite Products Co.
Patek & Co.
Pennsylvania Salt Mfg. Co.
Riverside Chemical Co., Inc.
Victor Chemical Works
Wilson, A. L., Chemical Co.

SAFETY AND RELIEF VALVES

See: Valves, Safety, or Valves, Relief

SAFETY CANS

See: Cans, Safety

SAFETY EQUIPMENT

Davis Emergency Equipment Co., Inc.
Eclipse Fuel Engineering Co.
General Detroit Corp.
General Pacific Corp.
General Scientific Equipment Co.
Goodrich, B. F., Co.
Industrial Products Co.
Mine Safety Appliances Co.
Photoswitch, Inc.
U. S. Rubber Co.

SAFETY GUARDS

Industrial Products Co.

SAFETY PINS

See: Pins, Safety

SAFETY SWITCHES

See: Switches, Safety, Electric

SALES BOOKS

Econo-Pak Register Co.
Elliott, Robert, Press, Inc.
Hub Printing Services
International Tag & Salesbook Co.
Moore Business Forms, Inc.
New England Business Service
Rosenthal Paper Co.
United Autographic Register Co.
Wormstead, Smith & Loomis, Inc.

SALES CONTROL SYSTEMS

Allen, R. C., Business Machines, Inc.
Econo-Pak Register Co.
Egry Register Co.
Hub Printing Services
Moore Business Forms, Inc.
Standard Register Co.
United Autographic Register Co.

SALES PROMOTION MATERIAL

See: Advertising and Sales Promotion Material

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

SALES RECORDING REGISTERS

Allen, R. C., Business Machines, Inc.
Burroughs Adding Machine Co.
Egry Register Co.
Moore Business Forms, Inc.
Remington Rand, Inc.
Standard Register Co.
United Autographic Register Co.

SALT

Carey Salt Co.
Industrial Products Co.
International Salt Co.
Jefferson Island Salt Co., Inc.
Pennsylvania Salt Mfg. Co.

SALT TABLETS AND DISPENSERS

General Scientific Equipment Co.
Industrial Products Co.
International Salt Co.
Mine Safety Appliance Co.

SAWDUST, FUR CLEANING

See: Fur Cleaning Supplies

SCALES

Blenco Co.
Chatillon, John, & Sons
Detecto Scales, Inc.
Fairbanks Morse & Co.
Howe Scale Co.
Toledo Scale Co.
Triner Scale & Mfg. Co.

SCHOOLS, LAUNDRY AND DRYCLEANING

American Institute of Laundering
Hubbard Drycleaning & Redyeing School
National Institute of Drycleaning
Ohio Mechanics Institute
Robinson School of Weaving

SCOOPS

Blenco Co.

SCRUBBING MACHINES, FLOOR

See: Floor Cleaning, Scrubbing and Polishing Machines

SCRUBBING MACHINES, GARMENT

Hopkins Equipment Co.

Hopkins
SCRUB-O-MATIC
GARMENT SCRUBBER
Eliminates hand scrubbing — the toughest job in the plant. Improves quality, reduces finishing costs. Write for catalog.
HOPKINS EQUIPMENT CO., HATFIELD, PA.

SCRUBBING MACHINES, RUG AND CARPET

See: Rug and Carpet Scrubbing Machines

SCRUB TUBS

See: Tubs, Scrub

SEALING MACHINES

Better Packages, Inc.
Dixie Hanger Co.
Ideal Stencil Machine Co.
Nashua Package Sealing Co., Inc.

SEALING MATERIALS, FLOOR

See: Floor Sealing and Repair Materials

SEALS

See: Labels and Seals

SEAM AND COLLAR DAMPENERS

See: Dampeners, Collar and Seam

SEAMLESS TUBING

See: Tubing, Seamless, Flexible Metal, or Tubing, Seamless Steel

SECOND-HAND MACHINERY

See: Machinery, Used and Rebuilt

SEPARATORS, AIR

See: Air Separators

SEPARATORS, OIL AND STEAM

American District Steam Co., Inc.
Anderson, V. D., Co.
D'Este Div., Kaye & MacDonald, Inc.
Drico Industrial Corp.
Johnson Corp.
Marshall Heater Co.
Nicholson, W. H., & Co.
Strong, Carlisle & Hammond Co.
Velan Engineering Co.
Wright-Austin Co.

SESQUICARBONATE, SODIUM

See: Sodium Sesquicarbonate

SESQUISILICATE, SODIUM

See: Sodium Sesquisilicate

SETTINGS, BOILER

See: Boiler Settings

SEWAGE EJECTORS

See: Ejectors, Sewage

SEWAGE PUMPS

See: Pumps, Sewage

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Darning Machines Button Sewers
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Columbia Sewing Machine Corp.
Lewis Invisible Stitch Machine Co.
U. S. Blind Stitch Machine Corp.
Willcox & Gibbs Sewing Machine Co.

SEWING MACHINES, BUTTON

Chandler Machine Co.
Singer Sewing Machine Co., Inc.

SEWING MACHINES, FUR

Bonis Bros. Fur Machinery Corp.
Chandler Machine Co.
Haertel, Walter, Co.
Reliable Machine Works, Inc.
Singer Sewing Machine Co., Inc.

SEWING MACHINES, MARKING-TAG

Chandler Machine Co.
Singer Sewing Machine Co., Inc.

SHAFT COUPLINGS

See: Couplings, Shafts

SHAKE-OUT TUMBLERS

See: Tumblers, Shake-out

SHAKERS, FLATWORK

See: Flatwork Shakers

SHAKING GRATES

See: Grates, Shaking and Stationary

SHAPER-DRIERS, GARMENT

Chandler Machine Co.

SHAPERS, COLLAR

Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Key-Tag Checking System Co.
Reed Mfg. Co.
Troy Laundry Machinery Div., American Machine & Metals, Inc.

SHAPERS, SLEEVE

See: Sleeve Shapers

SHEAVES, BELTING

Eagle Belting & Leather Co.
Gates Rubber Co.
Wood, T. B., Sons Co.
Worthington Pump & Machinery Corp.

SHEAVES, "V" BELTING

Gates Rubber Co.
Wood, T. B., Sons Co.
Worthington Pump & Machinery Corp.

SHEET REPLACEMENTS

See: Replacements, Sheets, Pillowcases, etc.

SHEETS, CELLOPHANE

See: Cellophane Products

SHELVING, METAL

Berger Mfg. Div., Republic Steel Corp.
Bernard Franklin Co., Inc.

SHIELDS, HANGER

See: Hanger Shields and Guards

SHINE REMOVAL

Bestway Shine Removal Co., Inc.

SHIPPING CASES

See: Cases, Shipping

SHIRT BAGS

Bond Street Bag & Paper Corp.
Cade Paper & Bag Corp.
Century Paper Products
Colonial Envelope Co., Inc.
Comet Envelope & Paper Co., Inc.
Duro Envelope Co.
Ellenbogen & Shannon, Inc.
Everett Sales & Equipment Corp.
Kennedy Car Liner & Bag Co., Inc.
Kwik-Kover Sales Co.
Lee Converters, Inc.
Lococo Industries, Inc.
Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Marion Mfg. Co.
Package Masters, Inc.
Pak-Rite Flexible Packaging Co.
Para-Lux Products Co.
Patek & Co.
Phoenix Products Co.
Rosenthal Paper Co.
Spear Box Co., Inc.
Tele-Vue Packaging Products, Inc.
Time Savers, Inc.
West Side Corp.

SHIRT BAGS, DRESS-SHIRT

See: Bags, Dress-Shirt

SHIRT BANDS

See: Bands, Paper

SHIRT BASKETS

See: Baskets, Shirt

SHIRT BOARDS

Andrew Paper Box & Bag Corp.
Bond Street Bag & Paper Corp.
Brooks, Alfred J.
Century Paper Products
Cornell Paperboard Products Co.
Dixie Hanger Co.
Gronauer, M. H., Co.,

Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Market Industries Co., Inc.
Package Masters, Inc.

SHIRT PAX
PACKAGE MASTERS, INC.
2525 S. Wabash Ave., Chicago 16, Ill.

SPORTFOLIO
PATENT NO 2487761
PACKAGE MASTERS, INC.
2525 S. Wabash Ave., Chicago 16, Ill.

Patek & Co.
Para-Lux Products Co.
Phoenix Products Co.
Scientific Packages, Inc.
Spear Box Co., Inc.
Sutherland Paper Co.
West Side Corp.
Wormstead, Smith & Loomis, Inc.

SHIRT CARRIAGES

Bishop David Freeman Co.
New York Pressing Machinery Corp.
Time Savers, Inc.
White Machine Co., Inc.

SHIRT CONVEYORS

See: Conveyors, Shirt

SHIRT EMBLEMS

See: Emblems

SHIRT ENVELOPES, CARDBOARD

See: Shirt Bags

SHIRT ENVELOPES, CELLOPHANE

See: Shirt Bags

SHIRT ENVELOPES, GLASSINE

See: Shirt Bags

SHIRT ENVELOPES, PAPER

See: Shirt Bags

SHIRT FINISHERS

American Laundry Machinery Co.
Forse Equipment Corp.
Key-Tag Checking System Co.
National Textile Chemical Co.
New York Pressing Machinery Corp.
Pantex Mfg. Corp.
Prosperity Co., Inc.
Super Laundry Machinery Co., Inc.
Unipress Co.
Western Laundry Press Co.

SHIRT FINISHING AND FOLDING MACHINES

American Laundry Machinery Co.
Bishop David Freeman Co.
Forse Equipment Corp.
Prosperity Co., Inc.
Steele, J. W., & Co.,
Unipress Co.

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Key-Tag Checking System Co.
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Time Savers, Inc.

SHIRT FOLDING CLIPS

Steele, J. W., & Co.

SHIRT HANGERS, REVOLVING

See: Hangers, Revolving Shirt

SHIRT MANUFACTURERS

American Shirt Co.
Cluett-Peabody Co.

SHIRT PRESSES

See: Presses, Shirt

SHIRT PROTECTORS

See: Protectors, Shirt

SHIRT REPLACEMENTS

See: Replacements, Sheets, Pillowcases, etc.

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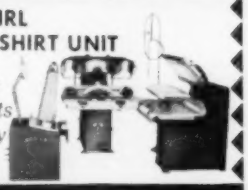
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SHIRT STARCHING-EXTRACTING MACHINES

See: Starching and Extracting Machines

SHIRT UNITS

American Laundry Machinery Co.
Bishop David Freeman Co.
Forse Equipment Corp.
New York Pressing Machinery Corp.
Pantex Mfg. Corp.
Prosperity Co., Inc.
Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.
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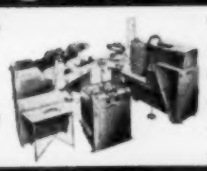
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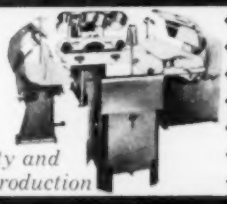
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See: Bleach

SILK PRESSES

See: Presses, Silk

SILK SOAPS

See: Soaps, Silks and Woolens

SIZING EQUIPMENT, RUG AND CARPET

See: Rug and Carpet Cleaning Equipment

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See: Detergents, Drycleaning, Charge Type

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See: Cloth, Surface

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See: Pins

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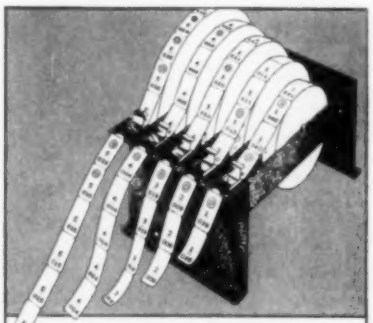

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Wright-Austin Co.
Yarnall-Waring Co.

TRAPS, THERMOSTATIC

Keckley, O. C., Co.
Marsh, Jas. P., Corp.
Nicholson, W. H., & Co.
Powers Regulator Co.
Sarco Co., Inc.
Sterling, Inc.
Strong, Carlisle & Hammond Co.
Trane Co.
Webster, Warren, & Co.
Wright-Austin Co.

TRAPS, VACUUM

Acker, W. M., Organization, Inc.
Butler Mfg. Co.
Clark Mfg. Co.
Keckley, O. C., Co.
Kelmaker Mfg. Co.
Marsh, Jas. P., Corp.
Midwest Laundry & Cleaning Machinery Co
Mitchell, J. B., Co.
Morehead Mfg. Co.
Sarco Co., Inc.
Sterling, Inc.
Sterling Engineering & Mfg. Corp., Templeton Mfg. Co.
Strong, Carlisle & Hammond Co.
Webster, Warren, & Co.
Wright-Austin Co.
Western Laundry Machinery Co.

TRAPS, WASHER

Bowser, Inc.
Butler Mfg. Co.
Western Laundry Machinery Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

TRAYS, PIN

See: Pin-Tray Cabinets

TRICHLORETHYLENE

Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
Detrex Corp.
Dow Chemical Co.
DuPont de Nemours, E. I., & Co., Inc.

TRISODIUM PHOSPHATE

DuPont de Nemours, E. I., & Co., Inc.
General Chemical Div., Allied Chemical & Dye Corp.
Maas, A. R., Chemical Co.
Mallinckrodt Chemical Works
Sergeant, E. M., Pulp & Chemical Co., Inc.

TROLLEYS, MONORAIL

American Monorail Co.
Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp.
Conco Engineering Works, Div. H. D. Conkey & Co.
Link-Belt Co.
Richards-Wilcox Mfg. Co.
Rosenthal Mfg. Co.
Time Savers, Inc.
White Machine Co., Inc.

TROUSER BAGS

See: Bags, Pants or Trouser

TROUSER FORMS

American Laundry Machinery Co.
Glover, Bill, Inc.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Leef Bros., Inc.

TROUSER GUARDS

Andrew Paper Box & Bag Corp.
Century Paper Products
Dixie Hanger Co.
Garment Hanger Co.
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Greif Bros. Cooperage Corp.
Hodge, Farwell & Co.
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Leathers, L. M., Sons

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Market Industries, Inc.
Para-Lux Products Co.
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Rosenthal Paper Co.
Spear Box Co., Inc.
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TROUSER POCKET REPLACEMENTS

See: Replacements, Trouser Pocket

TRUCK BODIES, SPECIAL

Atlas Body Co.
Boyertown Auto Body Works, Inc.
Brown, Dayton T., Inc.
De Kalb Commercial Body Corp.
Herman Body Co.
Linn Coach & Truck Div., Great American Industries, Inc.
Metropolitan Body Co.
Montpelier Mfg. Co.
Olson, J. B. E., Corp.
Park 'N Clean, Inc.

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TURN to our full page ad on page 178
PARK 'N CLEAN, Inc.

Universal Sales, Inc.
Utility Truck Distributors, Inc.

TRUCK CASTERS

See: Wheels, Casters (Truck, etc.)

TRUCK DOLLIES

See: Dollies

TRUCK PAINT

See: Paint

TRUCK RECORDERS

See: Recorders, Truck

TRUCK TIRES

See: Tires

TRUCK TUBS

See: Tubs, Truck

TRUCKS, INDUSTRIAL

Anderson Box & Basket Co., Inc.
Bernard Franklin Co., Inc.
Bond Foundry & Machine Co.
Buda Co.
Colson Corp.
Daniels, C. R., Inc.
Fairbanks Co.
Hamilton Caster & Mfg. Co.
Howe Scale Co.
Kentucky Box & Truck Co.
Lane, W. T., & Bros., Inc.
Leebaw Mfg. Co.
Lewis-Shephard Products, Inc.
McElmoyl, W. J., & Co.
Market Forge Co.
Meese, Inc.
Menasha Wood Split Pulley Co.
Morse Mfg. Co.
Nutting Truck & Caster Co.
Steele Supply Co., Inc.

TRUCKS, MOTOR

See also: Truck Bodies, Special

Chevrolet Motor Div., General Motors Corp.
Divco Corp.
Dodge Div., Chrysler Corp.
Ford Motor Co.
GMC Truck & Coach Div., General Motors Corp.
International Harvester Co.
Linn Coach & Truck Div., Great American Industries, Inc.
Mack Trucks, Inc.
Marmon-Herrington Co., Inc.
Reo Motors, Inc.
Studebaker-Packard Corp.
White Motor Co.

TRUCKS, MOTOR, LEASING

National Truck Leasing System

TRUCKS, SHIRT BASKET

See: Shirt Carriages

TRY-COCKS

Crane Co.
Lunkenheimer Co.
Superior Controls Co., Inc.
Wright-Austin Co.

TUBES, BOILER

See: Boiler Tubes

TUBES, WRAPPING

See: Wrapping Tubes, Flat Goods

TUBING, COPPER

Bridgeport Brass Co.
Chase Brass & Copper Co.
Revere Copper & Brass, Inc.

TUBING, SEAMLESS, FLEXIBLE METAL

American Brass Co., American Metal Hose Branch
Eclipse-Pioneer Div., Bendix Aviation Corp.
Flexonics Corp.
Johnson Metal Hose, Inc.
Packless Metal Hose, Inc.
Ronaflex Tubing Co., Inc.

TUBING, SEAMLESS, MONEL, NICKEL AND NICKEL ALLOY

Bridgeport Brass Co.
Eclipse-Pioneer Div., Bendix Aviation Corp.
Haynes Stellite Co., Unit of Union Carbide & Carbon Corp.
International Nickel Co., Inc.
Revere Copper & Brass, Inc.

TUBING, SEAMLESS STEEL

Eclipse-Pioneer Div., Bendix Aviation Corp.
Revere Copper & Brass, Inc.
Timken Roller Bearing Co.

TUBING, STAINLESS STEEL

Allegheny Ludlum Steel Corp.
Berger Mfg. Div., Republic Steel Corp.
Crucible Steel Co. of America
Eclipse-Pioneer Div., Bendix Aviation Corp.
Republic Steel Corp.
Timken Roller Bearing Co.
Trent Tube Co.

TUBS, GALVANIZED

Bishop David Freeman Co.
Rochester Can Co.

TUBS, SCRUB

Bishop David Freeman Co.
Hall, Amos H., & Sons
Virginia Greenstone Co., Inc.
White Machine Co., Inc.

TUBS, STARCH

Bishop David Freeman Co.
Hall, Amos H., & Sons

TUBS, STATIONARY, LAUNDRY TYPE

American Laundry Machinery Co.
Virginia Greenstone Co., Inc.

TUBS, TRUCK

American Laundry Machinery Co.
Bishop David Freeman Co.
Hall, Amos H., & Sons
Lewis, G. B., Co.
U. S. Hoffman Machinery Corp.

TUBS, WOOD

American Laundry Machinery Co.
Arrow Tank Co., Inc.
Cummings-Landau Laundry Machinery Co., Inc.
Hall, Amos H., & Sons
Hauser-Stander Tank Co.

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TUMBLER NETS

See: Nets, Laundry

TUMBLER PADS

Hoyt Mfg. Corp.
Lewis National Corp.
Manitowoc Cotton Goods Mfg. Co.
Patek & Co.
Quality Products Co.

TUMBLER PROTECTORS

See: Protectors, Tumbler

TUMBLERS, DRYCLEANING

American Cleaners Equipment Co., Div. American Laundry Machinery Co.
Butler Mfg. Co.
Cissell, W. M., Mfg. Co.
Cummings-Landau Laundry Machinery Co., Inc.
Gross Machinery Co., Inc.
Hammond Laundry-Cleaning Machinery Co.
Hoyt Mfg. Corp.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Intercontinental Mfg. Co., Inc.
Kling "100" Corp.
Manitowoc Engineering Corp.
Martin Equipment Co., Div. American Laundry Machinery Co.
Mercury Cleaning Systems, Inc.
Midwest Laundry & Cleaning Machinery Co.
Miller Laundry Machinery Co.
Mitchell, J. B., Co.
National Dryer Mfg. Co.
Pantex Mfg. Corp.
Sec-O-Matic Corp.
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Shields
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U. S. Hoffman Machinery Corp.
Vic Cleaning Machine Co.
Western Laundry Machinery Co.

TUMBLERS, LAUNDRY

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Butler Mfg. Co.
Challenge Mfg. Co.
Chicago Dryer Co.
Cissell, W. M., Mfg. Co.
Cummings-Landau Laundry Machinery Co., Inc.
Drisair Process Machinery Co.
Ellis Drier Co.
Gross Machinery Co., Inc.
Hammond Laundry-Cleaning Machinery Co.
Hoyt Mfg. Corp.
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Kling "100" Corp.
Intercontinental Mfg. Co., Inc.
Manitowoc Engineering Co.
Mercury Cleaning Systems, Inc.
Midwest Laundry & Cleaning Machinery Co.
Miller Laundry Machinery Co.
Mitchell, J. B., Co.
National Dryer Mfg. Co.
Pantex Mfg. Corp.
Prosperity Co., Inc.
Speed Queen Corp., Ironer Div.
Standard Laundry & Cleaning Machinery Co.
Super Laundry Machinery Co., Inc.
Troy Laundry Machinery Div., American Machine & Metals, Inc.
U. S. Hoffman Machinery Corp.
Western Laundry Machinery Co.

TUMBLERS, FUR CLEANING

See: Fur Cleaning Tumblers

TUMBLER SIGNALS

American Laundry Machinery Co.
Bildwel Manufacturers
Chicago Dryer Co.
Cissell, W. M., Mfg. Co.
Hoyt Mfg. Corp.
Mitchell, J. B., Co.
Norman Control Co.
Rosenthal Mfg. Co.

TUMBLERS, RUG CLEANING

American Laundry Machinery Co.
Cleveland Rug Cleaning Machinery Co.
Hoyt Mfg. Corp.
Mitchell, J. B., Co.

TUMBLERS, SHAKE-OUT

American Laundry Machinery Co.
Hoyt Mfg. Corp.
Purkett Mfg. Co.
Reliable Machine Works, Inc.
Rosenthal Mfg. Co.

TURBINE GENERATORS

See: Generators, Electric

TURBINE GOVERNORS

See: Governors, Turbine

TURBINE PUMPS

See: Pumps (under specific headings)

TURBINES, STEAM

Dean Hill Pump Co.
DeLaval Steam Turbine Co.
Hoyt Mfg. Corp.
Ray Oil Burner Co.
Worthington Pump & Machinery Corp.

TURKEY RED OIL

Apex Chemical Co., Inc.
Arnold-Hoffman & Co., Inc.
Dello Products Co.
Standard Soap Co. of Camden
Swift & Co.
Wolke, A. F., Co.

TWINE

American Associated Cos.
Callaway Mills, Inc.
Diem & Wing Paper Co.
Dixie Hanger Co.
Loroco Industries, Inc.
Majestic Paper & Twine Co., Inc. (Laundry & Dryeleaning Supply Div.)
New York Twine Corp.
Spear Box Co., Inc.
Thomaston Mills

TYING DEVICES

See: Bundle Tyers

UNDERFEED STOKERS

See: Stokers

UNIFORM EMBLEMS

See: Emblems

UNIFORM FABRICS

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Conrad Embroidery Co.
Nashua Mfg. Co.
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Bostwick-Batterson Co.
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Shane Uniform Co., Inc.
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Some's Terminal Uniforms
Uniform Sales Co.
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UNIT HEATERS

See: Heaters, Unit

UNLOADING EXTRACTORS

See: Extractors, Mechanical Unloading

UNLOADING WASHERS

See: Washers, Unloading

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Drew, E. F., & Co., Inc.
Edelmuth Mfg. Chemists
Glamorene, Inc.
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Lustrol Drycleaning Products Co.
Marvella Corp.
Multi-Clean Products, Inc.
Nu-Pro Mfg. Co.
Procter & Gamble Distributing Co.
Riverside Chemical Co., Inc.
Spix Products Co.
Standard Soap Co., Div., Concord Chemical Co., Inc.
Stearns, George, Chemical & Mfg. Co.
Street, R. R., & Co., Inc.
Swift & Co.
Van Chemical Co.
Waren Laboratories

USED MACHINERY

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General Electric Co.
Hild Floor Machine Co.
Ideal Industries, Inc.
Reliable Machine Works, Inc.
United Vacuum Appliance Corp.

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General Electric Co.
Hild Floor Machine Co.
Holt Mfg. Co.
Huntington Laboratories, Inc.
Ideal Industries, Inc.
Invincible Vacuum Cleaner Mfg. Co.
Kent Co., Inc.
Lamson Corp.
Multi-Clean Products, Inc.
Roots-Connersville Blower Corp.
Spencer Turbine Co.
U. S. Hoffman Machinery Corp.
United Vacuum Appliance Corp.

VACUUM CLEANERS, RUG AND CARPET

See: Rug and Carpet Cleaning Equipment

VACUUM PUMPS

See: Pumps, Vacuum

VACUUM PUMPS, STEAM-HEATING

See: Pumps, Vacuum, Steam-Heating

VACUUM RECORDERS

See: Recorders, Vacuum

VACUUM REGULATORS

See: Controls and Regulators (Vacuum)

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

VACUUM STILLS

See: Stills

VACUUM SYSTEMS, PRESSES

American Cleaners Equipment Co., Div. American Laundry Machinery Co.
Goldman Pressing Machine Corp.

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Lamson Corp.
Le Roi Co., Subsidiary Westinghouse Air Brake Co.
McDonnell & Miller, Inc.
Mason-Neilan Regulator Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Reading-Pratt & Cady Div., American Chain & Cable C., Inc.
Republic Flow Meters Co.
Sterling, Inc.
Superior Controls Co., Inc.

VALVE DISCS

Fairbanks Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
United Brass Works
U. S. Rubber Co.

VALVE INDICATORS

See: Indicators, Valve

VALVES, ANGLE

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Crane Co.
Edward Valves, Inc.
Fairbanks Co.
Lunkenheimer Co.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Sterling, Inc.
Trane Co.
United Brass Works
Walworth Co.

VALVES, AUTOMATIC

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Bristol Co.
Cash, A. W., Co.
Chace Valve Div., American Laundry Machinery Co.
David Regulator Co.
Eclipse Fuel Engineering Co.
Elward Valves, Inc.
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Huebsch Mfg. Co., Div. American Laundry Machinery Co.
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Minneapolis-Honeywell Regulator Co., Industrial Div.
Norman Control Co.
Rockwell, W. S., Co.
Sarco Co., Inc.
Sterling, Inc.
Superior Controls Co., Inc.
Trane Co.
Worthington Pump & Machinery Corp.

VALVES, BLOW-OFF

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Edward Valves, Inc.
Fairbanks Co.
Lunkenheimer Co.
McDonnell & Miller, Inc.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Yarnall-Waring Co.

VALVES, BOILER NON-RETURN

Crane Co.
David Regulator Co.
Edward Valves, Inc.
Golden-Anderson Valve Specialty Co.
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Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Trane Co.

VALVES, BY-PASS

Burd Mfg. Co.

VALVES, CHECK

Armstrong Machine Works
Bowser, Inc.
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Cochrane Corp.
Crane Co.
Edward Valves, Inc.
Fairbanks Co.
Lunkenheimer Co.
New York Pressing Machinery Corp.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Sterling, Inc.
United Brass Works
Walworth Co.
Worthington Pump & Machinery Corp.

VALVES, COMPRESSED AIR

Crane Co.
Le Roi Co., Subsidiary Westinghouse Air Brake Co.
Lunkenheimer Co.
Ohio Injector Co.
Walworth Co.

VALVES, CONTINUOUS BOILER BLOWDOWN

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Kaye & MacDonald, Inc.
Lunkenheimer Co.
Strong, Carlisle & Hammond Co.

VALVES, CORROSION-RESISTANT

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Haynes Stellite Co., Unit of Union Carbide & Carbon Corp.
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Ohio Injector Co.
Rockwell, W. S., Co.
U. S. Stoneware Co.
Walworth Co.

VALVES, ENGINE

Keckley, O. C., Co.
Walworth Co.

VALVES, FLOAT

American Cleaners Equipment Co., Div. American Laundry Machinery Co.
David Regulator Co.
Defender Instrument & Regulator Co.
D'Este Div., Kaye & MacDonald, Inc.
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Klipfel Mfg. Co.
McDonnell & Miller, Inc.
Minneapolis-Honeywell Regulator Co., Industrial Div.
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VALVES, GATE

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Crane Co.
Edward Valves, Inc.
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Lunkenheimer Co.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Walworth Co.
Worthington Pump & Machinery Corp.

VALVES, GLOBE

Chace Valve Div., American Laundry Machinery Co.
Crane Co.
Edward Valves, Inc.
Fairbanks Co.
Lunkenheimer Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Sterling, Inc.
Trane Co.
United Brass Works
Walworth Co.

VALVES, MAKE-UP WATER

Keckley, O. C., Co.
McDonnell & Miller, Inc.

VALVES, MOTOR-OPERATED

Bristol Co.
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Foxboro Co.
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Leslie Co.
Lunkenheimer Co.
Mason-Neilan Regulator Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Rockwell, W. S., Co.
Sarco Co., Inc.
Walworth Co.

VALVES, PRESSURE AND REDUCING

American District Steam Co., Inc.
Cash, A. W., Co.
Clark Mfg. Co.
Cochrane Corp.
Davis Regulator Co.
Defender Instrument & Regulator Co.
Eclipse Fuel Engineering Co.
Eclipse-Pioneer Div., Bendix Aviation Corp.
Golden-Anderson Valve Specialty Co.
Hammel-Dahl Co.
Kaye & MacDonald, Inc.
Keckley, O. C., Co.
Klipfel Mfg. Co.
Leslie Co.
Marsh, Jas. P., Corp.
Mason-Neilan Regulator Co.
Minneapolis-Honeywell Regulator Co., Industrial Div.

Continued on next page

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Republic Flow Meters Co.
Sarco Co., Inc.
Strong, Carlisle & Hammond Co.
Trane Co.

VALVES, REDUCING AND REGULATING

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Defender Instrument & Regulator Co.
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Eclipse-Pioneer Div., Bendix Aviation Corp.
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Keckley, O. C., Co.
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Leslie Co.
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Minneapolis-Honeywell Regulator Co., Industrial Div.
Powers Regulator Co.
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Sarco Co., Inc.
Squires, C. E., Co.
Strong, Carlisle & Hammond Co.
Trane Co.
Westinghouse Air Brake Co., Industrial Products Div.

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Keckley, O. Co., Co.
Klipfel Mfg. Co.
Kunkle Valve Co.
Lunkenheimer Co.
McDonnell & Miller, Inc.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Taco Heaters, Inc.
Trane Co.

VALVES, SAFETY

Cleveland Heater Co.
Crane Co.
Crosby Steam Gage & Valve Co.
Eclipse Fuel Engineering Co.
Keckley, O. C., Co.
Kunkle Valve Co.
Lunkenheimer Co.
Trane Co.

VALVES, STEAM

Bishop David Freeman Co.
Cash, A. W., Co.
Central Brass Mfg. Co.
Crane Co.
Edward Valves, Inc.
Fairbanks Co.
Keckley, O. C., Co.
Leslie Co.
Lunkenheimer Co.
Marsh, Jas. P., Corp.
Minneapolis-Honeywell Regulator Co., Industrial Div.
Nicholson, W. H., & Co.
Ohio Injector Co.
Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
Sterling, Inc.
Superior Controls Co., Inc.
Trane Co.
United Brass Works
Walworth Co.
Webster, Warren, & Co.

VALVES, THERMOSTATIC

Keckley, O. C., Co.
Klipfel Mfg. Co.
Leslie Co.
Marsh, Jas. P., Corp.
Powers Regulator Co.
Sarco Co., Inc.
Sterling, Inc.
Superior Controls Co., Inc.

VALVES, WASHER DUMP

American Laundry Machinery Co.
Henrici Laundry Machinery Co.
Norman Control Co.
Zephyr Laundry Machinery Co.

VALVES, WASHWHEEL

American Cleaners Equipment Co., Div. American Laundry Machinery Co.
Henrici, Inc., Fritz
Huebsch Mfg. Co., Div. American Laundry Machinery Co.
Walworth Co.

VALVES, WATER PRESSURE

Cash, A. W., Co.
Cleveland Heater Co.
Davis Regulator Co.
D'Este Div., Kaye & MacDonald, Inc.
Fairbanks Co.
Golden-Anderson Valve Specialty Co.
Keckley, O. C., Co.
Klipfel Mfg. Co.
Leslie Co.
Lunkenheimer Co.
McDonnell & Miller, Inc.
Marsh, Jas. P., Corp.
Mason-Neilan Regulator Co.
Ohio Injector Co.
Strong, Carlisle & Hammond Co.

VARIABLE SPEED TRANSMISSIONS

See: Transmissions, Variable Speed

VATS, METAL

Carver, Tom, Inc.
Cummings-Landau Laundry Machinery Co., Inc.
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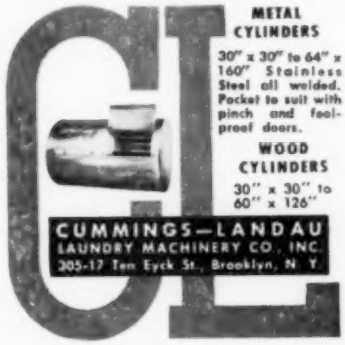

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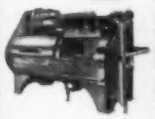
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Continued on next page

BOLD TYPE LISTINGS

Indicates display advertisers. For more information about their products, see the index of advertisers opposite the inside back cover for page numbers.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

Wetting Agents (*Continued*)

Merchants Chemical Co., Inc.
Merson Products Co.
National Aniline Div., Allied Chemical & Dye Corp.
Nu-Pro Mfg. Co.
Oakite Products, Inc.
Patek & Co.
Pennsylvania Salt Mfg. Co.
Procter & Gamble Distributing Co.
Robins, G. S., Co.
Speedlite Chemicals Co.
Standard Soap Co., Div., Concord Chemical Co., Inc.
Swift & Co.
Takamine Laboratory, Inc.
Universal Solvent Co.
Van Chemical Co.
Victor Chemical Works
Warco Laboratories
Wolke, A. F., Co.
Wyandotte Chemicals Corp.
Zel-Tex Co., Inc.

WETWASH BAGS

See: Bags, Wetwash

WETWASH PAPER

See: Paper, Wetwash

WHEAT STARCH

See: Starch, Wheat

WHEELS AND CASTERS, TRUCK ETC.

Bernard Franklin Co., Inc.
Bond Foundry & Machine Co.
Clinton Products Co.
Colson Corp.
Darnell Corp., Ltd.
Fairbanks Co.
Hamilton Caster & Mfg. Co.
Lane, W. T., & Bros., Inc.
Market Forge Co.
Menasha Wood Split Pulley Co.
Newhouse Specialty Co., Inc.
Payson Mfg. Co.
U. S. Rubber Co.

WHITENERS, FLUORESCENT

Beach Soap Co.
Carlton Chemical Co.

WINDOW SIGNS AND VALANCES

See: Sales Promotion Material

WINDWHIP DRIERS

See: Driers, Windwhip

WIRE AND CABLE, INSULATED

Chace Valve Div., American Laundry Machinery Co.
General Electric Co.
U. S. Rubber Co.

WIRE BASKETS

See: Baskets, Wire

WIRE HANGERS

See: Hangers, Garment

WIRE STAPLES

See: Staples, Wire

WOOD BASKETS

See: Baskets, Wood

WOOD BOXES

See: Boxes, Wood

WOOD CYLINDERS

See: Washer Cylinders, Wood

WOOD FOLDING BOXES

See: Boxes, Wood

WOOD HAMPERS

See: Hampers

WOOD HAND TRUCKS

See: Trucks, Industrial

WOOD HANGERS

See: Hangers, Garment

WOOD PAINT

See: Paint

WOOD RACKS

See: Racks (under specific headings)

WOOD TABLES

See: Tables, Wood

WOOD TANKS

See: Tanks, Wood

WOOD TRUCKS

See: Trucks, Industrial

WOOD TUBS

See: Tubs, Wood

WOOD VATS

See: Vats, Wood

WOOD WASHERS

See: Washers, Drycleaning, Wood, or Washers, Laundry, Wood

WOOL AND WORSTED UNIFORMS

See: Uniforms, Cotton, Woolen, Worsted, etc.

WOOLEN AND CURTAIN DRIERS

See: Driers, Woolen and Curtain

WOOLEN BLEACH

See: Bleach

WOOLEN SOAPS

See: Soaps, Silks and Woolens

WOVEN BELTING

See: Belting, Woven

WOVEN MARKING LABELS

See: Labels, Woven, Marking

WRAPPERS, PAPER

Connolly, J. J., Inc.
Loroco Industries, Inc.
Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Rosenthal Paper Co.
Spear Box Co., Inc.
Wescott Products Corp.

WRAPPERS, SHIRT

Loroco Industries, Inc.
Majestic Paper & Twine Co., Inc. (Laundry & Drycleaning Supply Div.)
Morse Display Cases
Package Masters, Inc.
Pak-Rite Flexible Packaging Co.
Phoenix Products Co.
Quik-Pac Div. H. Wesley Hutchins Co.
Rosenthal Paper Co.
Spear Box Co., Inc.
Wescott Products Corp.
Wormstead, Smith & Loomis, Inc.

WRAPPERS, TABLECLOTH

Spear Box Co., Inc.

WRAPPING DEVICES, AUTOMATIC

Coffman Mfg. Corp.
Connolly, J. J., Inc.
Norman Controls Co.
Quik-Pac Div., H. Wesley Hutchins Co.
Rosenthal Mfg. Co.
Tele-Vue Packaging Products, Inc.

WRAPPING PAPER

See: Paper, Wrapping

WRAPPING TUBES, FLAT GOODS

Spear Box Co., Inc.

WRENCHES, PIPE

Newhouse Specialty Co., Inc.
Walworth Co.

WRINGERS, RUG AND CARPET

See: Rug and Carpet Wringers

ZEOLITE

Bruner Corp.
Cochrane Corp.
Culligan Zeolite Co.
Elgin Softener Corp.
Graver Tank & Mfg. Co.
Hungerford & Terry, Inc.
Infilco, Inc.
Kenney Softener & Filter Co.
Kisco Boiler & Engineering Co.
Monarch Engineering Co.
National Aluminate Corp.
National Chemical Sales Co., Laboratory, Inc.
Oshkosh Filter & Softener Co.
Permutit Co.
Research Products Corp.
Stover Water Softener Co.
Zero Water Softener Mfg. Co.

ZIPPER REPAIR AND EQUIPMENT SUPPLY

See: Fasteners, Slide, Repair Equipment and Tools

ZIPPERS

See: Fasteners, Slide

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

TRADE NAMES

products used in the drycleaning industry
. . . . . and their manufacturers

A

AA, washers, extractors, A-A Laundry Machinery Co.
A-B, marking tags, Boston Clip & Tag Co.
AB, sock tag, Boston Clip & Tag Co.
ABC, collar, cuff and neckband replacements, ABC Collar 'N' Cuff Co.
ABC, payroll system, Todd Co., Inc.
AM, pocket pH meter, electrometric, Analytical Measurements, Inc.
ATC, controls and regulators, time switches, Automatic Temperature Control Co., Inc.
ABSO-SOFT, water softener, Kisco Boiler & Engineering Co.
A.C.B. PRIMER, anti-corrosive, base primer, Tropical Paint & Oil Co.
ACCELATOR, water softeners, Infilco, Inc.
ACCUMETER, automatic centralized lubrication systems, Alemite Div., Stewart Warner Corp.
ACE, drycleaning tumblers, solvent reclaimers, Ace Cabinet Corp.
ACE, reweaving, Ace Weaving Service
ACE, rubber hose, Ace Hose & Rubber Co.
ACE, stapler, staples, Ace Fastener Corp.
ACE, starch cookers, Hammond Laundry-Cleaning Machinery Co.
ACECO, drycleaning equipment, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
ACE OF HEARTS, red indelible ink, Boston Clip & Tag Co.
ACE OF SPADES, black indelible ink, Boston Clip & Tag Co.
ACETEX, sour, Hood Chemical Co., Inc.
ACETI SOUR, sour for drycleaners, Keever Starch Co.
ACIDOL, sour, Patek & Co.
ACID-SUDS, rug cleaning detergent for light colors, Certified Chemical & Equipment Co.
ACKER, return systems, traps, W. M. Acker Organization, Inc.
ACME, dyeing, Acme Dye House, Inc.
ACME, folding box, Rosenthal Paper Co.
ACME, laundry soap and builders, powder, Acme Soap Co.
ACME BRAND, hat chemical and bleach, Acme Hatters Supply Co.
ACME F.O.T., fuel treatment, Acme Industrial Compounds Corp.
ACME SCALE OUT, boiler feed-water treatment, Acme Industrial Compounds Corp.
ACME SOOT STOP, soot remover, Acme Industrial Compounds Corp.
ACORN, round belting, Graton & Knight Co.
ACOUSTOLIGHT, acoustical paint, U. S. Gutta Percha Paint Co.
ACTICAR, odor-, taste-removal filter, Hungerford & Terry, Inc.
ACTIVATOR, laundry washing machines, General Electric Co.
AC TREATMENT, anti-corrosion water treatment, Elgin Softener Corp.
ADAMS, reweaving, Adams Weaving Co.
ADAPT-O-MATIC, finishing machine, J. W. Steele & Co.
ADCO, detergent, wet paste soap, rug shampoo, Adco, Inc.
ADCO, rubber cement, Adhesive Products Corp.
ADCO ATOMIZER, soap dispenser, Adco, Inc.
ADCO FUME, liquid gas fumigant, Adco, Inc.
ADCO SUDS, drycleaning soap, Adco, Inc.
ADD-A-UNIT, curtain stretcher, Rosenthal Mfg. Co.
ADD-A-UNIT, shirt-sorting bins, Time Savers, Inc.
ADDRESSOGRAPH, addressing equipment, Addressograph-Multigraph Corp.
AD-DRI, bleach, Olin Mathieson Chemical Corp.
A. D. FLAME PROOFER, fire repellent, Huntington Laboratories, Inc.
ADJUSTA-FORM, steam-air finisher, Wichita Precision Tool Co., Inc.
ADJUSTIT, adjustable garment hangers, Hopkins Equipment Co.
ADJUST-O-FEEDER, constant rate proportioning pump, Proportioneers, Inc.
ADJUSTO-SYNCHRON TIMER, automatic laundry timer, Unit Wash Corp.
ADRIAN, drycleaning soap, liquid and powder wetcleaning soap, powder rug cleaning soap, spotting and mothproofing agents, Adrian Research & Chemical Co., Inc.
ADSCO, expansion joints, steam traps, water heaters, American District Steam Co., Inc.
ADS-LIFE, nylon cover cloth, Whitehouse Nylon Products
ADVANCE AIRDRY TUMBLER, laundry and drycleaning tumbler, Driair Process Machinery Co.
ADVANCE LOWBOY, floor and rug maintenance machinery, Advance Floor Machine Co.
ADVANCE SPEEDWAY, floor and rug maintenance machinery and equipment, Advance Floor Machine Co.
ADVERTAG, advertising, instruction tags, Denney Tag Co.
A. E. PERFECT SPREAD, stokers, American Engineering Co.
AERO, double collar support, J. W. Steele & Co.
AERO-DRAULIC, drycleaning press, U. S. Hoffman Machinery Corp.
AERO-MAGNETTE, circuit breakers, Heinemann Electric Co.
AETNA FELT, woven and pressed-hair felt, Aetna Felt Co., Inc.
AID-SOL, solvent purifier, Adrian Research & Chemical Co.
AIRCON, continuous conditioning tumbler, American Laundry Machinery Co.
AIR CHIEF, truck tires, Mohawk Rubber Co.
AIRCRAFT, drying tumbler, American Laundry Machinery Co.
AIR DRY TUMBLER, laundry and drycleaning tumbler, Driair Process Machinery Co.
AIREX, anhydrous laundry builder, Speedlite Chemicals Co., Div. Patek & Co.
AIRFOAM, latex cushioning for press pads, Goodyear Tire & Rubber Co.
AIR-JET, flatwork folder, Troy Laundry Machinery Div., American Machine & Metals, Inc.
AIR-LOK, cuff-drying hanger, R. D. Bussard & Son
AIR MASTER, dehumidifying unit, Walter Haertel Co.
AIROCOOL, industrial gas burners, National Airoil Burner Co.
AIROVENT, blowers, National Airoil Burner Co.
AIRTEMP, air-conditioning equipment, Chrysler Corp., Airtemp Div.
AIRTUBE, pneumatic tubes, Lamson Corp.
AIRVAN, aluminum parcel truck body, Dayton T. Brown, Inc.
AIRVENT, ventilating canopies for flatwork ironers, American Laundry Machinery Co.
AIRWAY, cuff cleaner, Kirk's Leather Cleaners
AIRWAY, cylinderless laundry dryer, American Laundry Machinery Co.
AIRXPEL, traps, Wright-Austin Co.
AJAX, drycleaning and laundry presses, Western Laundry Press Co.
AKAUSTAN, fire retardant, General Dyestuff Corp.
ALBANY, lubricating greases, Adam Cook's Sons, Inc.
ALBAPHOR, textile whitener, Carlton Chemical Co., Inc.
ALBA-VIS, general purpose oil, Adam Cook's Sons, Inc.
AL-BEX, stain remover, Spix Products Co.
ALBONE, hydrogen peroxide, E. I. du Pont de Nemours & Co., Inc.
ALBRA, brushes, brooms, Braun Brush Co.
ALEMITE, lubricants and oils, lubricating equipment, Stewart-Warner Corp., Alemite Corp.
ALEMITE VERSATAL, spray equipment, Stewart-Warner Corp., Alemite Corp.
ALERT, boilers, heaters, tanks, Alert Boiler & Mfg. Co.
ALERT, fire extinguishers, American-La France-Foamite Corp.
ALERT, watchmen's clocks, Dextex Watchclock Corp.
ALFCO, all types fire extinguishers, motorized firefighting apparatus, American-La France-Foamite Corp.
ALFCOSPRAY, nozzles, American-La France-Foamite Corp.
ALFITE, all types fire extinguishers, American-La France-Foamite Corp.
ALFREDA, fur repair, remodeling, purchasing service, Alfreda Furs
ALGONQUIN, soap, Lewis National Corp.
ALIZARINE, aniline dyes, American Aniline Products, Inc.
ALKALATE, laundry detergent, Diamond Alkali Co.
ALKASOL COMBINATION, self-mixed soap detergent, Merson Products Co.
AL-KLOR, liquid drycleaning detergent, Davies-Young Soap Co.
ALKOLUBE, alkali, Washine National Sands, Inc.
ALKON, laundry breaks, George Stearns Chemical & Mfg. Co.
ALKOSOL, alkali soap builder, Carlton Chemical Co., Inc.
ALL COLER, bleach, Warco Laboratories
ALL-DAY, laundry marking tag, Boston Clip & Tag Co.
ALLEGHENY METAL, stainless steel, Allegheny Ludlum Steel Corp.
ALLEN, electric steam generators, steam electric and electric irons, H. P. Cooper & Co.
ALLEN WALES, adding machines, National Cash Register Co.
ALLIED, promotional material, Allied Printing & Stationery Co., Inc.
ALLIGATOR, belt fasteners, belt cutters, Flexible Steel Lacing Co.
ALL-IN-ONE, air-conditioning unit, Chrysler Corp., Airtemp Div.
ALL IN ONE, zipper repair kit, spotting gun, press clamp, sleeve formers, auto rack, Newhouse Specialty Co., Inc.
ALLOCK, laundry nets and fabrics, Davis Mills Inc.
ALL-PURPOSE, shirt unit, Prosperity Co., Inc.
ALL-PURPOSE, sour, Thompson-Hayward Chemical Co.
ALL-PURPOSE, starch, A. E. Staley Mfg. Co.
ALL-STEEL, scales, Triner Scale & Mfg. Co.
ALLWAY, trouser shaper, Huebsch Mfg. Co., Div. American Laundry Machinery Co.
ALLWEATHER, fire extinguishers, American-La France-Foamite Corp.
ALL WIRE, garment hangers, Star Service Hanger Div., L. A. Young Spring & Wire Corp.
ALMCON, automatic washing control, American Laundry Machinery Co.
ALPHA, oil pumps, Lunkenheimer Co.
ALRITE, pins, trays and tray cabinets, marking pins, Keyes-Davis Co.
ALROLENE 70, petroleum drycleaning detergent, Hope Chemical Co.
ALROLENE 65, synthetic drycleaning detergent, Hope Chemical Co.
ALROMINE, RU100, diaper and cotton softener, Hope Chemical Co.
ALROPEL, dry size and water repellents, Hope Chemical Co.
ALROSNE 31, synthetic detergent, Hope Chemical Co.
ALROSEPT, germicide and fabric softener, Hope Chemical Co.
ALROSOL, wetting agent and penetrant, Hope Chemical Co.
ALROWET, wetting agent, Hope Chemical Co.
ALSEN, oil cups, Lunkenheimer Co.
ALUMEX 50, 60, 70, high alumina firebrick, kiln liners, Mexico Refractories Co.
ALUMINUM OILITE, bearings and parts, Chrysler Corp., Amplex Div.
ALVOR, oil control, Lunkenheimer Co.
AMACEL, acetate dyes, American Aniline Products, Inc.
AMAFORM, dyeing agent, American Aniline Products, Inc.
AMALAN, dyestuffs, American Aniline Products, Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

AMALIE, oils and greases, L. Sonneborn Sons, Inc.
AMANTHRENE, aniline dyes, American Aniline Products, Inc.
AMAPRO UNION, aniline dyes, American Aniline Products, Inc.
AMAZON, washing powder, Swift & Co.
AMBASSADOR, continuous towel cabinet, Ambassador Continuous Cabinet Co.
AMBASSADOR, synthetic solvent drycleaning unit, Detrex Corp.
AMBER, all-metal sleeve board, sleeve form, sleeve press board, press clamp, steam iron stand, iron stand, iron rest, Amber Mfg. Co.
AMBER, neutral tallow soap, Procter & Gamble Distributing Co.
AMERICAINE, first aid for cuts, burns and bruises, Americaine, Inc.
AMBER METHOD, reweaving process, Amber School of Reweaving
AMERICAN, continuous towel cabinets, paper towel cabinets, Steiner Sales Co.
AMERICAN, curtain and blanket finishing equipment, American Laundry Machinery Co.
AMERICAN, drying and deodorizing cabinet, American Laundry Machinery Co.
AMERICAN, flatwork feeder and spreader, American Laundry Machinery Co.
AMERICAN, flexible metal hose, flexible metal tubing, American Brass Co., American Metal Hose Branch
AMERICAN, high-speed tumblers, American Laundry Machinery Co.
AMERICAN, laundry and drycleaning solid-curb extractors, American Laundry Machinery Co.
AMERICAN, men's dress and sport shirts, pajamas, American Shirt Co.
AMERICAN, paint-removing solvent, Adco, Inc.
AMERICAN, starch cookers, American Laundry Machinery Co.
AMERICAN, water meters, Buffalo Meter Co.
AMERICAN, wearing apparel, linen supply and other special-purpose press units, American Laundry Machinery Co.
AMERICAN AIRCRAFT, tumblers, American Laundry Machinery Co.
AMERICAN AUTOMATIC, drycleaning tumblers, temperature controls, American Laundry Machinery Co
AMERICAN BEAUTY, electric flatirons, American Electrical Heater Co.
AMERICAN CASCADE, washers, American Laundry Machinery Co.
AMERICAN FORMATIC, shirt unit, American Laundry Machinery Co.
AMERICAN-LA FRANCE, fire extinguishers, motorized fire-fighting apparatus, American-La France-Foamite Corp.
AMERICAN MODEL "S," super and master ironers, American Laundry Machinery Co.
AMERICAN MONARCH, washers, American Laundry Machinery Co.
AMERICAN MUROZA, feather cleaning and sterilizing systems, American Laundry Machinery Co.
AMERICAN O. T., drycleaning extractor, American Laundry Machinery Co.
AMERICAN SUPER SPEED, tumblers, American Laundry Machinery Co.
AMERICAN SYSTEM, shirt conveyor and presses, American Laundry Machinery Co.
AMERICAN TYPE A and TYPE C, semi-automatic washer controls, American Laundry Machinery Co.
AMERICAN VISIBLE, hand numbering machine, American Numbering Machine Co.
AMERICAN ZONE-AIR, feather reconditioning unit, American Laundry Machinery Co.
AMERICAN ZONE-AIR, laundry and drycleaning tumblers, American Laundry Machinery Co.
AMES, boiler engines, etc., Ames Iron Works
AMESTEAM, steam generator, Ames Iron Works
AMINOL, drycleaning detergent, Trico Chemical Div., Tri-State Equipment Co.
AMMOCIDE, laundry sterilizer, mildew preventative, Carlton Chemical Co., Inc.
AMMUM, wear-resistant metal for traps, valve parts, Strong, Carlisle & Hammond Co.
AMOREDTEX, extractor covers, Patek & Co.
AMSCO, high-flash Stoddard solvent, 140° F solvent, special naphtha, American Mineral Spirits Co.
AMYLIN, laundry starches, National Starch Products, Inc.
ANCHOR ALKALI, alkali cleanser, Solvay Process Div., Allied Chemical & Dye Corp.
ANDERSON, paper collar supports, Howe Paper Corp.
ANDERSON, pipe-line strainers, steam traps, V. D. Anderson Co.
ANDERSON EASY LOCK, drapery protector, Anderson Specialty Mfg. Co.
ANGELICA, washable service apparel, Angelica Uniform Co.
ANHYDRO, spotting agent, A. L. Wilson Chemical Co.
ANOLITE, moisture dispersing agent for charged systems, R. R. Street & Co., Inc.
ANSUL, fire extinguishers, Ansul Chemical Co.
ANTHONY, oil burners, pipe-line strainers, valve, Anthony Co.
ANTHONY NEBULYTE, gas, gas-oil, oil burners, torches, Anthony Co.
ANTI-CRUSH, double collar supports, J. W. Steele & Co.
ANTI-HYDRO, leather belting, waterproof cement, Webb Belting & Supply Co.
ANTI-ROLL, checks rolling on flatwork ironers, H. Kohnstamm & Co., Inc.
ANTISEPTIC HUNTOLENE, germ controller, Huntington Laboratories
ANVIL-PUMICE, toilet soaps, Los Angeles Soap Co.
APACHE, soap builder, Wyandotte Chemicals Corp.
APCO 125, deodorized, drycleaning solvent, Anderson-Prichard Oil Corp.
APCO 140, flash naphtha, Anderson-Prichard Oil Corp.
APCO-WATER SAVER, water regulator, Appliance Service Co.
APEX, automatic washer, Apex Electrical Mfg. Co.
APEX WASH-A-MATIC, 8-pound automatic laundry washer, Apex Rotarex Corp.
APPLEGATE, indelible ink (silver base), laundry marking pens, linen marking machine (hand, foot and motor power), Applegate Chemical Co.
APPLICET, powdered aluminum acetate, Arnold-Hoffman & Co., Inc.
AQUADOL, wet spotter and neutral lubricant, Stamford Chemical Co.
AQUA-ELECTRIC, water treatment equipment, Aqua Electric Scale Control, Inc.
AQUALINE, concentrated liquid wet cleaner, Lustrol Drycleaning Products, Div. Patek & Co.
AQUANOL, wire and cable, General Electric Co.
AQUASTEAM, pressing iron system, Automatic Steam Products Corp.
AQUAWAX, self-emulsifying lubricant wax, Concord Chemical Co.
ARABOL, starch, Arabol Mfg. Co.
ARBOGAST, system of condensate control, Southern Machinery Co.
ARBUTUS, soap, Minnesota Chemical Co.
ARCTIC, fire extinguishers, American-La France-Foamite Corp.
ARCTIC CRYSTAL, all-tallow soap and granulated flakes, Colgate-Palmolive Co.
ARCTIC SYNTEX, synthetic detergents, Colgate-Palmolive Co.
ARIDEX, renewable water repellent, E. I. du Pont de Nemours & Co., Inc.
ARIDZONE, zeolite water softener, Elgin Softener Corp.
ARISTOCRAT, safety pins, William Prym, Inc.
ARISTOCRAT, steel file cabinets, Remington Rand, Inc.
ARK-VAK, leather belting, Philadelphia Belting Co.
ARLAC, alkali, soap builder, Wyandotte Chemicals Corp.
ARMA, marking machines, daily delivery tags, loop tags, dispenser tags, day tags, indelible ink, safety pins, Pittsburgh Tag Co.
ARMEN "98," all purpose spotter, Armen Chemicals, Inc.
ARMITE, anti-seize compound, thread lubricant, joint seal compound, gasket paste, Armite Laboratories
ARMOFOS, sodium tripolyphosphate, anhydrous, A. R. Mass Chemical Div., Victor Chemical Works
ARMORBELT, metal belt conveyor, M-H Standard Co.
ARMORTUBE, pneumatic armored tubing, Bailey Meter Co.
ARMOUR, soaps and synthetics, Armour & Co., Industrial Soap Div.
ARMOWAX, domestic hard wax, Armour & Co.
ARMSTRONG, humidifiers, strainers, traps, valves, Armstrong Machine Works
ARMS, 1270, nylon, wool press cloth, Arms Textile Mfg. Co.
ARRESTO-MOTH, mothproofing compound, Pennsylvania Salt Mfg. Co.
ARROW, sponge pads, Arrow Mfg. Co.
ARROW, staplers, staples, staple removers, gun tackers, Arrow Fastener Co., Inc.
ARROW, wood tanks, tubs, cylinders, outside shells, vats and washers, Arrow Tank Co., Inc.
ARROW LAUNDRO-PAD, laundry press pad, Arrow Mfg. Co.
ARROW LINE, hat renovating, manufacturing and blocking machinery, American Hatters Supplies, Inc.
ARROW LONG ARM, long-reach stapler, Arrow Fastener Co., Inc.
ARSECO, washing compounds and specialties, alcoholic type anti-freeze, Riverside Chemical Co.
ASBESTALL, blended nylon and asbestos press cloths, U. S. Rubber Co., Textile Div.
ASBESTEX, asbestos covers, X. S. Smith, Inc.
ASBESTON, chest-type flatwork ironer cover, U. S. Rubber Co., Textile Div.
ASHVEYOR, pnuematic conveyor system, Brady Conveyors Corp.
ASSEMBLY ARC, fittings to facilitate assembly of garments, Time Savers, Inc.
ASSISTEX, concentrated drycleaning soap, Takamine Laboratory, Inc.
ATEX, latex cement, Adhesive Products Corp.
ATLANTIC, non-sour blue, Beach Soap Co.
ATLAS, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.
ATLAS, hand-type tape sealing machine, Time Savers, Inc.
ATLAS, truck bodies, Atlas Body Co.
ATLAS FIRE RETARDANT, flameproof agent, H. Kohnstamm & Co., Inc.
ATLAS GRAVITY FEEDER RACK, for flatwork ironers, Atlas Steel Products, Inc.
ATLAS MOISTURE CONTROL, for control of moisture retention in laundry extractors, Atlas Steel Products, Inc.
ATLAS RUST SOUR, sour, H. Kohnstamm & Co., Inc.
ATOMIC, drycleaning systems, wet washers, Hammond Laundry-Cleaning Machinery Co.
ATOMOL, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.
ATTASOL, colloidal clay, Attapulgus Clay Co.
ATTORIS, fur glaze and cleaning fluid, Bernard Sirotta Co.
AUTO FEEDER, supply feeder, open end washer, Bill Glover, Inc.
AUTOGRAPHIC, registers, business forms, Autographic Register Co.
AUTO-LEVEL, boiler return system, valves, Spotswood Parker & Co.
AUTO-LITE, gauges, indicating and recording thermometers, Electric Auto-Lite Co.
AUTOMATIC, lubricators, Victor Lubricator Sales Co.
AUTOMATIC, spray gun, OlsonMark Corp.
AUTOMATIC PALLET LOADER, automatic stacking of cartons, Lamson Corp.
AUTO-PER, synthetic solvent drycleaning unit, Vic Cleaning Machine Co.
AUTOSET, a type of free-vane air-operated controller, Bristol Co.
AUTO TROL, automatic control-open end washer, Bill Glover, Inc.
AXIAL-FLOW, exhaust fan, DeBothezat Fans Div., American Machine & Metals, Inc.
AXTEX, first quality, stiff mud firebrick, Mexico Refractories Co.
AZTEX, high heat duty firebrick, Mexico Refractories Co.

B

BCF, solvent cooler, Kewanee-Ross Corp.
B & G, conveyors, all types, and air-operated garment bagger, B & G Machinery Co., Inc.
B.N.B., collar support, clasp, loop, J. W. Steele & Co.
B. N. D., concentrated liquid drycleaning detergent, Brenda Products, Inc.
B. & W., boilers, Babcock & Wilcox Co.
B-X, bloodstain remover, John P. Lynch Co.
BABSOLV, spotter and lubricant, Slater-Robbins Co., Inc.
BABSTOD, concentrated drycleaning soap, Slater-Robbins Co., Inc.
BABTEX, lipstick and paint remover, Slater-Robbins Co., Inc.
BAB-ZYME, digester, Slater-Robbins Co., Inc.
BADER, pants stretcher, C. L. Bader Co., Inc.
BADER SOLVENT PURIFIER, process for cleaning solvent, C. L. Bader Co.
BADGER, break powder, Minnesota Chemical Co.
BADGER, liquid soap, Colgate-Palmolive Co.
BAFFLE-CRETE, first quality castable for baffle construction, Mexico Refractories Co.
BAG N' NET, holder, Time Savers, Inc.
BAG-O-MATIC, combined bagger, invoice desk, bag storage rack, Bishop David Freeman Co.
BAG-O-TEER, garment bagger, Bishop David Freeman Co.
BALANCED DRIVE, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
BALSAM-WOOL, blanket insulation, Wood Conversion Co.
BAN, instant-acting deodorant, Lustrol Drycleaning Products, Div. Patek & Co.
BANNER, lubricator, Lunkenheimer Co.
BANNER BRAND, button, buckle, pinking, fluting, pleating, darning machines, Maxant Button & Supply Co.
BANTAM, autographic registers, Autographic Register Co.
BANTAM, laundry washer, Troy Laundry Div., American Machine & Metals, Inc.
BANTAM, net, Southern Mills, Inc.
BARBER-COLMAN, electric door operators and controls, Barber-Colman Co.
BARCO, flexible steam, revolving and swing joints, Barco Mfg. Co.
BARCOL, overhead doors, Barber-Colman Co.
BAR-MASTER, knitted nylon nets, X. S. Smith, Inc.
BARNEY, traps, Lakewood Mfg. Co.
BARRELED SUNLIGHT, enamels, paints, varnishes, Barreled Sunlight Paint Co.
BARRETT SPECIFICATION, roofing pitch and roofing felt, Barrett Div., Allied Chemical & Dye Corp.
BAR RUST, exterior and interior inhibitive paint for steel and pipe, Midland Paint & Varnish Co.
BASE CONCENTRATE, paint and grease remover, Lustrol Drycleaning Products, Div. Patek & Co.
BASEX, zeolite, Hungerford & Terry, Inc.
BASKE TRUCK, wire basket truck, Bishop David Freeman Co.
BEACHRITE, built soap, Beach Soap Co.
BEACON, bluing, Hood Chemical Co., Inc., Crescent Div.
BEATS-ALL, covers, nets, padding, Tingue, Brown & Co.
BEAVER, pipe and bolt cutting and threading hand tools and machines, Beaver Pipe Tools, Inc.
BEAVER LUSTER, fur luster, Nycco Products Co.
BEEHIVE, spring padding, Western Laundry Press Co.
BEL-JO, starch, A. E. Staley Mfg. Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

TRADE NAMES

BELLMASTER, mechanical pipe joint for cast-iron pipe, Dresser Mfg. Div., Dresser Industries, Inc.
BELT-ZIP, belt hanger, Para-Lux Products Co.
BENDA, drycleaning soap, Benda Products, Inc.
BENDASIZE, wet sizing, Benda Products, Inc.
BENDASIZE DRY, permanent dry sizing, Benda Products, Inc.
BENDA SOLV, oil paint and grease remover, Benda Products, Inc.
BENDA SPEED, heavy spotter for oil, paint and grease, Benda Products, Inc.
BENDA-ZYME, digester, Benda Products, Inc.
BENDIX, seamless flexible metal hose, Eclipse-Pioneer Div., Bendix Aviation Corp.
BEN HUR, built synthetic detergent powder, Colgate-Palmolive Co.
BENTEC, synthetic detergent, Wyandotte Chemicals Corp.
BENTON SOL-TEMP, solvent temperature control unit, Benton Bros.
BENZINE, paste drycleaning soap, Patek & Co.
BENZOCARDINOLE OXO, detergent, Apex Chemical Co., Inc.
BERGER, steel lockers, sheving, cabinets, bins, benches, desks and tables, Republic Steel Corp.
BERKSOL, drycleaning soap, Stadham Co., Inc.
BERKSTRIP, stripper, Stadham Co., Inc.
BERKSUDS, synthetic detergent, Stadham Co., Inc.
BERKZYME, spotter, Stadham Co., Inc.
BERLOU MOTHSPRAY, mothproofing agent, Berlou Mfg. Co.
BERSENE, water softener, Bersworth Chemical Co.
BERSONITE, built soaps, Stadham Co., Inc.
BESLER, steam generators, superheaters, Besler Corp.
BESTEEL, stainless steel flatwork ironer padding, Tingue, Brown & Co.
BESTEEL, straight pins, Fleischer Mills, Inc.
BEST FORMS, tag identification systems, Best Forms Co.
BESTAPE, nylon flatwork ironer tape, Tingue, Brown & Co.
BESTO, synthetic wetcleaning detergent, Nu-Pro Mfg. Co.
BESTOP, nylon press covers, Tingue, Brown & Co.
BESTOS, asbestos covers, padding, Tingue, Brown & Co.
BESTWAY, drycleaning soap, Dello Products Co.
BEST YET, cellophane ribbon, cotton twines, New York Twine Corp.
BIFURCATOR, duct fan, DeBothezat Fans Div., American Machine & Metals, Inc.
BIG BOY, automatic tape sealing machine, Time Savers, Inc.
BIG CHIEF, laundry nets, Southern Mills, Inc.
BIG CHIEF, truck tires, Mohawk Rubber Co.
BIG CHIEF, wood washers, Illinois Laundry Machinery Mfg. Co.
BIG FLO, filters, Butler Mfg. Co.
BIG FOUR, firebrick, Mexico Refractories Co.
BIG 4, stripper, Eaton Chemical & Dyestuff Co.
BIG HORN, bentonite clay, Wyotana Mining Co.
BIG HORN WYOMING, colloidal clay, Wyotana Mining Co.
BIG INCH, pressure-sensitive tape dispensers, Better Packages, Inc.
BIGMOUTH, shake-out tumbler, Furkett Mfg. Co.
BIG SAVAGE, high heat duty firebrick, Mexico Refractories Co.
BIG SAVAGE SUPER, firebrick, Mexico Refractories Co.
BILLMYRE DRYSET, vacuum system, Lamson Corp.
BILVIS-X, detergent and soap builder, Warco Laboratories
BINKS, spray painting equipment, Binks Mfg. Co.
BIOPALS, germicidal detergents, General Dyestuff Corp.
BISHOP LIFETIME TRUCK TUBS, laundry truck tubs, laundry and drycleaning appliances and light production equipment, Bishop David Freeman Co.
BISONITE, plastic coating, Washine National Sands, Inc.
BLACK DIAMOND, roofing pitch and felt, Barrett Div., Allied Chemical & Dye Corp.
BLACK LINE, knitted padding, Minnesota Chemical Co.
BLACK MAGIC, pipe-sealing compound, gasket cement, Bowser, Inc.
BLACKMER, rotary hand and power pumps, Blackmer Pump Co.
BLANCH-STIK, stain remover, Keystone Aniline & Chemical Co., Inc.
BLANCO, all-fabric stripper, Keystone Aniline & Chemical Co., Inc.
BLENCO, rug cleaning sour, Blenco Co.
BLOK-RITE, sweater finishing process and machine, John P. Lynch Co.
BLOOD BLASTER, blood stain remover, Ro-Wash
BLOOD-I-CATER, spot remover, W. F. Johnson Products Co.
BLOOD-MUV, stain remover, Package Chemical Co., Inc.
BLOOD-PLUS, spotting aid, Ink-O Products Co.
BLO-R-VAC, water pickup cleaner-vacuum, Ideal Industries, Inc.
BLUD-X, concentrated liquid enzyme, Huntington Laboratories, Inc.
BLUE BELL, blue, H. Kohnstamm & Co., Inc.
BLUE BONNET, blue, H. Kohnstamm & Co., Inc.
BLUE-EDGE, aprons, wetwash bags, Lewis National Corp.
BLUE LABEL, tallow soap, Beach Soap Co.
BLUE LABEL DARCO DC, activated carbon, Darco Dept., Atlas Powder Co.
BLUE LINE, collar supports, hangers, shirt bands, necktie hangers, Loroco Industries, Inc.
BLUE RIBBON, laundry nets, Southern Mills, Inc.
BLUE RIBBON, polishes, waxes, International Metal Polish Co.
BLUE RIDGE, leather belting, waterproof leather belting, Charlotte Leather Belting Co.
BLUE STAR, feed ribbons, New York Belting & Packing Co.
BLUE STREAK, nylon nets, Whitehouse Nylon Products
BLUFIXE, sour, H. Kohnstamm & Co., Inc.
BLUFIXE EXTRA-SOLUBLE, sour, H. Kohnstamm & Co., Inc.
BLUREX, sour, Hood Chemical Co., Inc.
BLU-TINT, sour and blue combination, Johnson Chemical Industries, Inc.
BLUTONE, liquid blue, E. F. Drew & Co., Inc.
BOCK, drycleaning, laundry extractors, Bock Laundry Machine Co.
BOILA KLEEN, boiler compound, Patek & Co.
BONASOL, textile dyeing assistants, American Aniline Products, Inc.
BOND, truck casters, Bond Foundry & Machine Co.
BONDERITE, corrosion-resistant paint, Tropical Paint & Oil Co.
BOND SET, silica base bonding mortar, Mexico Refractories Co.
BONIS, fur drum, fur sewing machine, Bonis Bros. Fur Machinery Corp.
BON-SPUN, nylon press covering, F. H. Bonn Co.
BON-TEX, nylon press covering, F. H. Bonn Co.
BON-TWIL, nylon press covering, F. H. Bonn Co.
BOOSTER, shirt unit, Unipress Co., Inc.
BORAX, soap dispensers and soap chips, Pacific Coast Borax Co.
BORGANA, boiler water treatment, Strong, Carlisle & Hammond Co.
BORI-BLUE, sour, Keever Starch Co.
BOROCHLOR, liquid bleach, H. Kohnstamm & Co., Inc.
BOSTAGS, marking tags, Boston Clip & Tag Co.
BOSTITCH, cuff tackers, stapling machine, staples, Bostitch, Inc.
BOW, collar support, Package Masters, Inc.
BOWSER, stills, filters, Bowser, Inc.
BOYERTOWN, special motor truck bodies, Boyertown Auto Body Works, Inc.
BRANFORD, oil burners, Malleable Iron Fittings Co.
BREADY, heat reclaimers, heat exchangers, storage and water heaters, Bready Engineering Corp.
BREAK-AID, solvent pine oil, Thompson-Hayward Chemical Co.
BREAK-O, break powder, Swift & Co.
BREAK-PHOS, soap regenerator, Thompson-Hayward Chemical Co.
BREAKSYN, break detergent, E. F. Drew & Co., Inc.
BREECH LOCK, cast-steel gate valves, Lunkenheimer Co.
BRESSLER, controls, Bressler Engineering Service
BREX, break compound, Procter & Gamble Distributing Co.
BRIDGEPORT, copper water tubing, Bridgeport Brass Co.
BRIGHTGLO, wetcleaning detergent, Merson Products Co.
BRILLIANTONE, sour, G. S. Robins & Co.
BRILLO, press pads, Brillo Mfg. Co., Inc.
BRINE-O-LATOR, water-softening equipment, Carey Salt Co.
BRISTO, multiple spline socket set screws, hollow head cap screws, Bristol Co.
BRISTOL, starch, H. Kohnstamm & Co., Inc.
BRISTOL'S, instruments, Bristol Co.
BRITE, paste drycleaning soap, Keystone Aniline & Chemical Co., Inc.
BRITE-WAL, cellophane and paper combination bags, Comet Envelope & Paper Co., Inc.
BRITEWHITE, laundry blue, Washine National Sands, Inc.
BRI-TEX, drycleaning soap, Diamond Chemical Co., Inc.
BRITEX, sours, powdered soap, Van Chemical Co.
BRI-TONE, drycleaning concentrate, Spix Products Co.
BRIZENE, drycleaning soaps, Patek & Co.
BROS, boilers, heaters, stokers, tanks, Wm. Bros Boiler & Mfg. Co.
BROWNELL, boilers, heat exchangers, stokers, Brownell Co.
BROX, dri-cut cardboards, Alfred J. Brooks
BROXFORMS, shirt boxes, Alfred J. Brooks
BRU-CEX, water conditioning, feeders and chemicals, Bruner Corp.
BRUNNER, air compressors, air conditioners, refrigeration condenser, Brunner Mfg. Co.
BRUSHENE, hand-brushing soap, Keystone Aniline & Chemical Co., Inc.
BRUSH-KLEEN, brushing soap, Adco, Inc.
BRUSH-OUT, liquid drycleaning soap, Caled Products Co., Inc.
BRYAN, boilers, Bryan Steam Corp.
BRYANT "COMMANDAIRE" TWINS, matched heating and air conditioning units, Bryant Heater Div., Affiliated Gas Equipment, Inc.
BRYANT CRYSTALGLAS, glass-lined water heater, Bryant Heater Div., Affiliated Gas Equipment, Inc.
BUBBLE RUB CONCENTRATE, upholstery shampooing soap, Keystone Chemical Co.
BUCKEYE, drycleaning washer, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
BUCKEYE, soaps, spotters, stain removers, suede leather dressing, water repellent, paint, oil and grease remover, rug and upholstery shampoo, deodorants, sizings, Davies-Young Soap Co.
BUCKEYE CLEAN-CHARGE, drycleaning detergent, Davies-Young Soap Co.
BUFF, alkali compound, special detergents, E. F. Drew & Co., Inc.
BUFFALO, extractor, filter, still, Gross Machinery Co., Inc.
BULLDOG, nylon laundry nets and press covers, metal press pads, X. S. Smith, Inc.
BUMINOL, albuminous stains and blood remover, Spix Products Co.
BUNG, special brick for malleable furnaces, dry press, Mexico Refractories Co.
BUNN, bundle-tying machine, B. H. Bunn Co.
BURBAK, cotton padding, Pittsburgh Waterproof Co.
BURKS, boiler feed, condensation return feeds, turbine, centrifugal pumps and water system, Decatur Pump Co.
BUROMIN, boiler water treatment, Hagan Corp.
BURROUGHS, accounting, adding, bookkeeping, calculating, cash-registering machines, business machine supplies, Burroughs Adding Machine Co.
BUSSARD, spooled pants pocketing, collapsible extractor cover, R. D. Bussard & Son
BUS-TRUCK CHIEF, truck tires, Mohawk Rubber Co.
BUTLER, boiler water treatment, mechanical descaler, Butler Engineering Co.
BUTLER, complete drycleaning plant equipment, Butler Mfg. Co.
BUTLER STILL, solvent distillation unit, Butler Mfg. Co.
BUTONOLE, hub perforating dye tag, Boston Clip & Tag Co.
BUTTON-NO-BUTTON, loop and clasp, J. W. Steele & Co.

C

C. B., drycleaning detergent, Adco, Inc.
C-H, electrical equipment, Cutler-Hammer, Inc.
C-L, washers, extractors, Cummings-Landau Laundry Machinery Co., Inc.
CM, fire retardant, E. I. du Pont de Nemours & Co., Inc.
CM, ratchet lever, Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp.
CMC FORMULA, sizing and finishing compound, Hercules Powder Co.
CMH, expansion joints, expansion bellows, flexible metal conduit, Flexonics Corp.
C. Q., iron sequestering regenerator, Speedlite Chemicals Co., Div. Patek & Co.
C & S, cleansing powder, Swift & Co.
CABINET, shirt unit, Prosperity Co., Inc.
CABINETROL, control panel equipment, General Electric Co.
CABINET-SAN, deodorant, Huntington Laboratories, Inc.
CADET, paper products, Cade Paper & Bag Corp.
CALDWELL, tank, W. E. Caldwell Co., Inc.
CALECO, drycleaning, laundry, starch extractors, wood laundry washer, wood cylinders, California Laundry Equipment Co.
CALED L-S, a liquid soap for drycleaning use, Caled Products Co., Inc.
CALGON, detergents, metaphosphate, rug cleaning and finishing compound, sizings, sodium metaphosphate, solvent, lime soap, water conditioners, chemical water softeners, Calgon, Inc.
CALLANET, knitted nylon nets, Callaway Mills, Inc.
CALROD, flatiron, General Electric Co.
CAL'S CHARGE, drycleaning detergent, Caled Products Co., Inc.
CALSILITE, pipe-covering blocks, Ruberoid Co.
CAL-SIZE, liquid or powder sizing, Caled Products Co., Inc.
CAL-SOAP, drycleaning soaps, Caled Products Co., Inc.
CAL-STRIP, liquid concentrated agent, Caled Products Co., Inc.
CAL-TEX, saponified oil-solvent blend with soap, Caled Products Co., Inc.
CAMELFORMS, laundry shells, Campbell Box & Tag Co.
CAMELTAGS, laundry tags, Campbell Box & Tag Co.
CAMEO, starch, A. E. Staley Mfg. Co.
CAMERON, pumps, Ingersoll-Rand Co.
CAMPBELL MICRONETIC, water and signal alarms, J. A. Campbell Co.
CANTON, stokers, steam generators, power plant equipment, Canton Stoker Corp.
CAPITAL, marking tags, U. S. Marking Tag Co.
CAPITAL, posters, streamers for window display, Capital Poster Service
CARBIDE METHANOL, alcohol, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

CARBITOL, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
CARBO, laundry chemical, Diamond Alkali Co.
CARBO-DUR, activated carbon, Permutit Co.
CARBONOT, insulators, General Electric Co.
CARBON-TET, synthetic cleaning fluid, E. I. du Pont de Nemours & Co., Inc.
CARBOSE 55, size, Wyandotte Chemicals Corp.
CARBOXIDE, fumigant, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
CARCOVAN, light truck body, Pacific Car & Foundry Co.
CARDOGRAPH, addressograph machine, Addressograph-Multigraph Corp.
CAREY, bathroom cabinets, Philip Carey Mfg. Co.
CAREYDUCT, asbestos cement pipe, Philip Carey Mfg. Co.
CAREY-SOTE, asbestos cement board, Philip Carey Mfg. Co.
CAREY'S SALT, salt tablets, dispensers, Carey Salt Co.
CARLTONITE, synthetic detergent laundry washing compound, Carlton Chemical Co., Inc.
CAR-NA-CRETE, rubber floor enamel, Continental Car-Na-Var Corp.
CAR-NA-LAC, self-polishing heavy-duty floor wax, Continental Car-Na-Var Corp.
CAR-NA-VAR, upholstery and carpet cleaning machine, liquid spirit wax requiring buffing, Continental Car-Na-Var Corp.
CAROVAN, truck bodies for use on Chevrolet or GMC chassis, Universal Sales, Inc.
CARRIER, industrial heating, refrigerating systems, Carrier Corp.
CARRY-PACK, package handle-sealer, Carry-Pack Co.
CARVER, centrifugal pumps, Carver Pump Co.
CASCADE, mechanical unloading washer, laundry washers, automatic washing control, American Laundry Machinery Co.
CASCADE, nets, H. Kohnstamm & Co., Inc.
CASCADEX, laundry extractor-washer, American Laundry Machinery Co.
CASH'S, woven names, labels, markers, tape, J. & J. Cash, Inc.
CASH STANDARD, valves, regulators, A. W. Cash Co., Inc.
CATERPILLAR, diesel engine, Caterpillar Tractor Co.
CAT TONGUE, press plate for wools, Bishop David Freeman Co.
CAU-FLAN, flannel cotton pads, X. S. Smith, Inc.
CAUSUL, metal gate valves and cocks, Lunkenheimer Co.
CEDAR SHIELDS, storage bags, paper, various grades and colors, Rassenfoss Bag Co., Inc.
CEGLIN, finish for textiles, Sylvania Industrial Corp.
CELANESE, dyes, American Aniline Products, Inc.
CELA-SOL, paint remover, National Cleaners Chemical Mfg. Co.
CELATINT, tints for acetate yarn, American Aniline Products, Inc.
CELLO-SAVER, tape sealing machine for cellophane tape, Time Savers, Inc.
CELLOSIZE, sizing, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
CELLOSOLVE, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
CELLO-VU, cellophane bags, Time Savers, Inc.
CELOFORM, spotter, Keystone Aniline & Chemical Co., Inc.
CEMENTKOTE, heavy duty oil base cement paint, Tropical Paint & Oil Co.
CEN-TRA-VAC, centrifugal refrigeration compressor, Trane Co.
CENTURY, motors, generators, Century Electric Co.
CENTURY BRAND, sodium perborate, Eaton Chemical & Dyestuff Co.
CERTI-CIDE, demothing liquid, Certified Chemical & Equipment Co.
CERTIFIED, low-titer neutral soap flakes, Armour & Co.
CERTIFIED SOLID, neutral solid pack crutcher soap, Armour & Co.
CERTIFIED SOUR, rust removing sour, Speedlite Chemicals Co., Div. Patek & Co.
CERTI-FOAM, upholstery cleaner, Certified Chemical & Equipment Co.
CERTI-LAVE, non-rinse rug shampoo, Certified Chemical & Equipment Co.
CETIC-X, odorless liquid sour, Warco Laboratories
C-50, drycleaning soap, Nu-Pro Mfg. Co.
CHACE, automatic washer valves, Chace Valve Div., American Laundry Machinery Co.
CHAINVEYOR, light capacity overhead power and manually operated conveyors, U. S. Spring & Bumper Co.
CHALLENGER, all types fire extinguishers, American-La France-Foamite Corp.
CHALLENGER, stokers, Link-Belt Co.
CHAMBERS, laundry and drycleaning extractors, Chambers Extractor Co.
CHAMP CLEANER, fur cleaner, Nycco Products Co.
CHAMPION, automatic tying machine, cable cord, Thomaston Mills
CHAMPION, Monel press pad, Resillo Co.
CHAMPION CASCADE, laundry washer, American Laundry Machinery Co.
CHANDLER, pleating, darning, button-sewing machines, fluters, thread, Chandler Machine Co.
CHARGIT, drycleaning detergent with chlorophyll, test kit, Nu-Pro Mfg. Corp.
CHASE, brass and copper products, Chase Brass & Copper Co.
CHASER, spot remover, Dello Products Co.
CHAT, detergent, General Aniline & Film Corp., Special Products Sales Div.
CHATILLON, scales, John Chatillon & Sons
CHEK-TAG, drycleaning identification system, Best Forms Co.
CHEMKLOS, work clothing, Mine Safety Appliances Co.
CHEM-O-FEEDER, constant rate proportioning pump, Proportioneers, Inc.
CHEMPUMP, centrifugal pump, Chempump Corp.
CHEVCO, belt cleaner, Samuel Chevlin Co., Inc.
CHEVROLET, motor trucks, Chevrolet Motor Div., General Motors Corp.
CHEX, laundry mildewproofing agent, Cidex Corp.
CHIC, sizing for wetcleaning, Patek & Co.
CHICAGO, laundry machinery, Chicago Dryer Co.
CHICO, alkali soap builder, Wyandotte Chemicals Corp.
CHIEF, truck tires, Mohawk Rubber Co.
CHIEF COMMERCIAL, truck tires, Mohawk Rubber Co.
CHIEF 20, handkerchief ironer, Huebsch Div., American Laundry Machinery Co.
CHIEF 25, handkerchief, napkin ironer, Huebsch Div., American Laundry Machinery Co.
CHIFFON, miniature bar soap, Armour & Co.
CHINALINE, quick-drying enamel, Barreled Sunlight Paint Co.
CHLORASOL, fumigant, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
CHLORESCO, bleach (calcium hypochlorite), Cowles Chemical Co.
CHLOREX, chlorinated solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
CHLOR-O-CEL, sweetener, filter powder, Johns-Manville
CHLOR-O-FEEDER, constant rate proportioning pump, Proportioneers, Inc.
CHLOROWAX 40, liquid chlorinated paraffin, Diamond Alkali Co.
CHLOROWAX 70, resinous chlorinated paraffin, Diamond Alkali Co.
CHLOROWHITE, high phosphate laundry soap, New South Mfg. Co., Inc.
CHOCTAW, soap builder, Wyandotte Chemicals Corp.
CHROMALOX, electric heating equipment, Edwin L. Wiegand Co.
CHROMASOID, anti-corrosion tank lining compound, Fred H. Schaub Engineering Co., Inc.
CHROME CONCRETE, chrome base refractory concrete, Mexico Refractories Co.
CHROMIX, refractory material, Quigley Co., Inc.
CHROMOTEX, rug cleaning detergent, Endriss Chemicals, Inc.
CHRYSLER-AIRTEMP, furnaces, boilers, heaters, stokers, Chrysler Corp., Airtemp Div.
CIDEX, mildew preventative, deodorant, mothproofing agent, Cidex Corp.
CIMATAG, printed tags and marking tags, Cincinnati Marking Tag & Supply Co.
CIMCO, cement applied to inner surface of tank, Ford Tank Maintenance Co.
CINCH, prespotter, Caled Products Co., Inc.
CINO, carpet, laundry and drycleaning tags, black marking ink, Fleischer Mills, Inc.
CISSELL, boards, boiler feeds, boiler return systems, cuff brusher, driers, drycleaning and laundry tumblers, garment conditioners and sleeve finisher, irons, spotting units and boards, spray guns, W. M. Cissell Mfg. Co., Inc.
CLAIM-SAVER, F.W.I. bundle separators, F. H. Bonn Co.
CLAIRANESE, cover cloth, Lewis National Corp.
CLARCO, unit heaters, Clarage Fan Co.
CLARK, fluid controls, Clark Mfg. Co.
CLARK 60, traps, valves, Clark Mfg. Co.
CLAYBRITE, machine clay coated paperboard, Cornell Paperboard Products Co.
CLAYTON, steam generators, feed water pump, water heater, Clayton Mfg. Co.
CLEAN CHARGE, drycleaning detergent, charge system, The Davies-Young Soap Co.
CLEANCUT, pinkers, Maxant Button & Supply Co.
CLEANSER 600, alkali cleanser, Solvay Process Div., Allied Chemical & Dye Corp.
CLEANSERTAG, marking tag material, Hollingsworth & Vose Co.
CLEANWELL, promoted synthetic detergent, Speedlite Chemicals Co., Div. Patek & Co.
CLEARSIZE, laundry starch, National Starch Products, Inc.
CLEARTEX, laundry starch, National Starch Products, Inc.
CLEAR-VIEW, boxes, bags and cellophane products, Clear View Packaging Co.
CLEAVER-BROOKS, steam generators, boilers, Cleaver-Brooks Co.
CLENA-FORM NO. 2, cleaner, polisher and lubricator for shirt units and body presses, College Chemical Co.
CLEVELAND, rug and laundry machinery, Cleveland Rug Cleaning Machinery Co.
CLEVE-O-CEMENT, under-floor covering, resurfacing material, Midland Paint & Varnish Co.
CLIMAX, overall marking tags, Risdon Mfg. Co.
CLINTON, rug sizing, Clinton Foods Inc.
CLINTON 51, thick boiling starch, Clinton Foods Inc.
CLIP-A-TAPE, gummed-tape dispenser, Ideal Stencil Machine Co.
CLIPPER, belt-lacing equipment, belt cutters and fasteners, Clipper Belt Lacer Co.
CLIPPER, wire lacing, belt lacers, belt cutters, I. B. Williams & Sons
CLIX, belt organizer, Time Savers, Inc.
CLOMAK, balanced detergent, Wyandotte Chemicals Corp.
CLOPAY, hanger protectors, dress guards, Clopay Corp.
CLOPAY SANITEX, garment storage bags, Clopay Corp.
CLOR, bleach, Pennsylvania Salt Mfg. Co.
CLORAFIN, chlorinated paraffin, Hercules Powder Co.
CLOROSHEEN, drycleaning detergent, Riverside Mfg. Co.
CLOTHES SAVER, bleaching powder, Ellenbogen & Shannon, Inc.
COAGULATOR, rapid combination mixing chamber and settling basin, Hungerford & Terry, Inc.
COATES, electric boiler, Coates Electric Mfg. Co.
COAT-SEAL, interior wall coating, Steelcote Mfg. Co.
COBECO, leather belting, cement, Cornell Belting Co.
COCHECO, flat leather belting, belt cement, I. B. Williams & Sons
COCHIN SEB, solvent and synthetic wetting agent, E. F. Drew & Co., Inc.
COCHRANE, steam power plant equipment, Cochrane Corp.
COCOANUT OIL, paste soap, National Cleaners Chemical Mfg. Co.
COCOGEL, wetcleaning soap, E. F. Drew & Co., Inc.
COCOZOP, coconut oil, wetcleaning paste soap, Package Chemical Co., Inc.
COLCOT, press padding flannel, Southern Mills, Inc.
COLDSPRAY, built soap for cool-water washing, Beach Soap Co.
COLDWATER NAPTEX, laundry soap, E. F. Drew & Co., Inc.
COLD WATER OZONITE, cold-water soap, Procter & Gamble Distributing Co.
COLD WATER SOL SUDS, soap, Lewis National Corp.
COLE, leather and suede cleaners and dyers, Cole Leather Cleaners of America
COLGATE CONCENTRATED, liquid soap, Colgate-Palmolive Co.
COLGATE FORMULA 10, 20, 25, 33, 40, neutral soap flakes and granulated built soap, Colgate-Palmolive Co.
COLGATE KWIKSOLVE, laundry soap, Colgate-Palmolive Co.
COLGATE WHITE, flake and granulated neutral white soap, Colgate-Palmolive Co.
COLLARIGHT, collar ironer, shirt-folding machine, Key-Tag Checking System Co.
COLLA-RITES, collar supports, M. H. Gronauer Co.
COLLARMASTER, collar pressing machine, U. S. Hoffman Machinery Corp.
COLOR BRITE, soap, Lewis National Corp.
COLORBRITE, rug and upholstery cleaner, Edelmuth Mfg. Chemists
COLOREX, stripping agent, Stauffer Chemical Co.
COLORFIXE, sour, H. Kohnstamm & Co., Inc.
COLORFLEX, leather dyes, Eaton Chemical & Dyestuff Co.
COLOR-GO, powdered stripping agent, A. L. Wilson Chemical Co.
COLORLUME, drycleaning soap, Fry Bros. Co.
COLORSOUT, powder color stripper, Washine National Sands, Inc.
COLOR SPARK, break powders, Wyandotte Chemicals Corp.
COLORSUDS, low-temperature soap, H. Kohnstamm & Co., Inc.
COLORTOP, plug fuses, Trico Fuse Mfg. Co.
COLORZOUR, sour, Washine National Sands, Inc.
COLOVOLT, fluorescent lamps, fixtures, General Luminescent Corp.
COLSON, wheels, casters, trucks, Colson Corp.
COLTEX, cold-water soap, medium pH, E. F. Drew & Co., Inc.
COLUMBIA, activated carbon, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
COLUMBIA, blindstitch machines, Columbia Sewing Machine Corp.
COLUMBIA, boilers, Columbia Boiler Co. of Pottstown
COLUMBIA, drycleaning extractors, used and rebuilt machinery, puff irons, valves, Columbia Laundry Machinery Co.
COLUMBIA, drycleaning unit, solvent saver, Columbia Appliance Corp.
COLUMBIA BF, puff iron, Columbia Laundry Machinery Co.
COLUMBIA GEM, extractor, Columbia Laundry Machinery Co.
COLUMBIA, SOUTHERN, detergents, chemicals, Columbia Southern Chemical Corp.
COMBATT-C corrosion preventative, Adrian Research & Chemical Co.
COMBINATION, cellophane bags for shirts and sweaters, Clear-View Packaging Co.
COMBINATION OFFSET, silk finishing press, Excelsior Machinery Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

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New York 17, N. Y.

COMBINER CLIPS, assembling clips, Larton Products Co., Inc.
COMBINETS, laundry nets and fabrics, Davis Mills, Inc.
COMBO, combination checking desk, bag storage unit and garment bagger, Rodin Machinery Co., Div. Rodin Bros.
COMBUSTIONEER, automatic coal burner, humidifiers, Steel Products Engineering Co.
COMBY-R, laundry nets, Davis Mills Inc.
COMET, electric hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp.
COMET, extractors, Hammond Laundry-Cleaning Machinery Co.
COMET, nylon nets, Gibraltar Fabrics, Inc.
COMET, washer, Henrici Laundry Machinery Co.
COMMANDER, steel framed platform hand trucks, Fairbanks Co.
COMMERCIAL, soap, Rome Soap Mfg. Co.
COMPACT, low-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
COMPLETE, laundry soaps, Fry Bros. Co.
COMPO, fiber marking tags, Fleischer Mills, Inc.
COMPO, marking tags, U. S. Marking Tag Co.
COMPOUND 40, general formula spotter, Keystone Aniline & Chemical Co., Inc.
CONCENTRATE 1960, batch system detergent concentrate, Lustrol Chemicals Products, Div. Patek & Co.
CONCO, stokers, Conco Engineering Works, Div. H. D. Conkey & Co.
CONDOR, hose, belting, rolls, Raybestos-Manhattan, Inc.
CONCORD, wax emulsions, Concord Chemical Co., Inc.
CONDO-VAC, return-line vacuum pumps for heating systems, Chicago Pump Co.
CON-D-TEX, mothproofing agent, Research Laboratories Corp.
CONDUCTIVITY CONTROL, moisture control for charge system, R. R. Street & Co., Inc.
CONE, towels, diapers and gabardine twill, Cone Mills Inc.
CON-SECU-TAG, identification systems, invoice, combination, marking, and printed tags, Con-Secu-Tag, Inc.
CONSTELLATION, 2- and 3-girl shirt finishing units, Unipress Co.
CONTINENTAL, steam generators, Boiler Engineering & Supply Co., Inc.
CONTINENTAL 18, self-polishing heavy-duty liquid floor wax, Continental Car-Na-Var Corp.
CONTINUOUS FLOW, washer, Bill Glover, Inc.
CONTIN-U-RAIL, speed rail, White Machine Co., Inc.
CONTIN-U-VEYOR, automatic hanger and trolley conveyor, White Machine Co., Inc.
CONVAIR, converts foot press into air-operated press, New York Pressing Machinery Corp.
CONVENTIONAL ASSEMBLY, asbestos F. W. I. padding, Gibraltar Fabrics, Inc.
COOK EXTRACTETTE, pony extractor, Cook Machinery Mfg. Co.
COOK WASHETTE, open-end washers, Cook Machinery Co., Inc.
COOLAIR, fans, ventilating systems, American Coolair Corp.
COOLIDGE, pad savers, Ink-O Products Co.
COOLIDGE GRID, press pad, John E. Coolidge Co.
COOPER, pressing stands, bucks, tables, iron carriers, H. P. Cooper & Co.
COOPER-BESSEMER, compressors, diesel and gas engines, Cooper-Bessemer Corp.
COORDINATED PROCESS CONTROL, automatic control, Bristol Co.
COPALITE, interior varnish, Barreled Sunlight Paint Co.
COPR-TUBE, copper tube fittings, Dresser Mfg. Div., Dresser Industries, Inc.
CORONET, 72-pound drycleaning unit, Detrex Corp.
CORRUFLEX, expansion joint, American District Steam Co., Inc.
COTTAGE, steel direct-fired water heater, oil-gas, Kewanee Boiler Corp.
COTTONBLOSSOM, laundry textiles, Southern Mills, Inc.
COUNTERBOY, carton and package taping machine, Better Packages, Inc.
COUNTERFLOW, automatic 10-washer counterflow laundering unit, International Laundry Equipment Co.
COUNTERVEYOR, counting conveyor, Leebaw Mfg. Co.
COV-EEZ, garment hanger shields, Larton Products Co., Inc.
COVERDUX, cotton roll covers, Tingue, Brown & Co.
CRANE, plumbing fixtures, Crane Co.
CRAVASET, drycleaning sizing and finishing agent, Cravenette Co., U. S. A.
CRAVENETTE, water repellent, Cravenette Co., U. S. A.
CREAM FINISH, starch lubricant, Lewis National Corp.
CRESCENT, belt fasteners, plates, rivets, rivet extractors, Crescent Belt Fastener Co.
CRESCENT, laundry chemical specialty items, Hood Chemical Co., Inc., Crescent Div.
CRESCENT, try-cocks, Wright-Austin Co.
CREST, starch, A. E. Staley Mfg. Co.
CRESTEX, sour, Hood Chemical Co., Inc., Crescent Div.
CROSBY, gauges, valves, Crosby Steam Gauge & Valve Co.
CROWN, electric-steam irons, steam generators, electric irons, Crown Mfg Co.
CROWN, laundry nets, Davis Mills Inc.
CROWN, starch, A. E. Staley Mfg. Co.
CRUCIBLE, stainless steel laundry equipment, Crucible Steel Co. of America
CRUSADER, nets, cover cloth, double-face flannel, cover duck, Egan Cotton Mills
CRYSTAL VICTOR, laundry starch, Keever Starch Co.
CRYSTAMET, sodium metasilicate, Cowles Chemical Co.
C/S DETERGENT, charged system detergent, Adrian Research & Chemical Co.
CUB JR., steam trap, Wright-Austin Co.
CUFF BRUSHER, rotary cuff cleaner, Excelsior Machinery Co.
CUFF TACKER, sewing machine, Chandler Machine Co.
CULLIGAN, water softening and conditioning equipment, Culligan Zeolite Co.
CUMMINGS-LANDAU, laundry equipment, Cummings-Landau Laundry Machinery Co., Inc.
CURRY, feed ribbons, J. W. Curry Co.
CURTIS, air conditioners, compressors, condensers, hoist, tanks, Curtis Mfg. Co.
CUSTOM, electric steam generators, Custom Engineering Co.
CUSTOM, shoulder finisher and shaper, Hopkins Equipment Co.
CUSTOM-AIR, large building heating and cooling equipment, Trane Co.
CUTLER-HAMMER, electrical equipment, motor control, Cutler-Hammer, Inc.
CYANEGG, sodium cyanide, E. I. du Pont de Nemours & Co., Inc.
CYCLAMATIC, laundry washer control, American Laundry Machinery Co.
CYCLO, heavy prespotter, R. R. Street & Co., Inc.
CYCLONE, exhaust head, Wright-Austin Co.
CYCLONE, hand power hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp.
CYCLONE, washer, Henrici Laundry Machinery Co.
CYCLONE CONVEYORS, pneumatic conveyors, Eastern Cyclone Conveyor Systems, Inc.
CYCLONE COUNTING MACHINES, automatic counters for towels, diapers, etc., Eastern Cyclone Systems, Inc.
CYCLOFS, needle bearing, Roller Bearing Co. of America
CYCLOTHERM STEAM GENERATORS, package type boiler, automatic oil or gas fired, Cyclotherm Div., U. S. Radiator Corp.
CYLON, wetcleaning detergent, Patek & Co.

D

DA-CO, chemicals, cleaners, Davis-Weil Mfg. Co.
DACROTEX, dacron ironer cover cloth, X. S. Smith, Inc.
DAHLBERG, speed-rail equipment and parts, automatic overhead screw conveyor, storage racks, Dahlberg Machinery Co.
DAILY DELIVERY, marking tags, Pittsburgh Tag Co.
DAINTEX, wetting agent, Hercules Powder Co.
DAMASCITE, ferrous-base machine parts, Amplex Div., Chrysler Corp.
DAMIT, pipe joint compound, Quigley Co., Inc.
DAMP-TEX, enamel, Steelcote Mfg. Co.
DANDUX, canvas baskets, hampers, bags, trucks, C. R. Daniels, Inc.
DARCO DC, activated carbon, Darco Dept. (Atlas Powder Co.)
DARNELL, wheels, casters, Darnell Corp.
DATERETTE, dating machine, American Numbering Machine Co.
DATEX, dacron F. W. I. cover, Gilbraltar Fabrics, Inc.
DAVIS, controls, regulators, valves, Davis Regulator Co.
DAVIS, first-aid and emergency equipment, Davis Emergency Equipment Co., Inc.
DAVIS, press plates, flexible metal hose, Bishop David Freeman Co.
DAVIS, overall tags, Keyes-Davis Co.
DAVIS, shirt unit, Prosperity Co., Inc.
DAVIS NETS, laundry nets, Davis Mills Inc.
DAVIS OVERALL TAG, brass permanent marker, Keyes-Davis Co.
DAVIS TAG, permanent overall marker, Keyes-Davis Co.
DAVIS Z, laundry net, Davis Mills Inc.
DAVOTEX, leather cleaning and redyeing, C. O. D. Cleaning & Dyeing Co.
DAY-SOL, chlorinated solvent drycleaning soap, Davies-Young Soap Co.
DC-15, size for synthetics, for drycleaners, Keever Starch Co.
DC FILTROL, adsorbent filter powder, Filtrol Corp.
DEAN HILL, centrifugal industrial power pumps, steam turbines, Dean Hill Pump Co.
DECAL, water softener, Washine National Sands, Inc.
DECALCOMANIA, truck lettering, pictorials, nameplates, window signs and valances, Meyercord Co.
DEFENDER, regulators, recording instruments, Defender Instrument & Regulator Co.
DEFENDER, steel pins, safety pins, hanger assembly clips, Oakville Div., Scoville Mfg. Co.
DEFLOC, laundry detergent, Cowles Chemical Co.
DEHYDRATINE 2A, water repellent, A. C. Horn Co., Inc.
DELIBLE, dissilves indelibles, Warco Laboratories
DE-LIMER, lime solvent, E. F. Drew & Co., Inc.
DELIVR-ALL, delivery truck, Marmon-Herrington Co., Inc.
DELLOSOPE, drycleaning soap, Dello Products Co.
DELUXE, sizing, Huron Milling Co.
DE LUXE, uniforms, Shane Uniform Co., Inc.
DELUXE MIRZA, automatic rug cleaning machine, American Laundry Machinery Co.
DE LUXE STRING, cord, Milwaukee Printed string Co.
DEMING, pumps, Deming Co.
DEMOTHOL, mothproofing solution, Signal Chemical Mfg. Co.
DENOMINATOR, tabulating machines, Denominator Company, Inc.
DEODOR, deodorant, Patek & Co.
DEODORIZED APCO 125, drycleaning naphtha, Anderson-Prichard Oil Corp.
DESOIL, break powder, Cowles Chemical Co.
DE SOLV, oil, paint and grease spotter, Benda Products, Inc.
DESTAINER, penetrating soap, A. L. Wilson Chemical Co.
D'ESTE, automatic regulating valves, strainers, etc., D'Este Div., Kaye & MacDonald, Inc.
DETECTO, scales, Detecto Scales, Inc.
DETERGEX, wetcleaning detergent, Dixo Co.
DETERSYN, detergent for use with chlorinated solvents, Riverside Mfg. Co.
DETEX, watchmen's clocks, Detex Watchclock Corp.
DETREX, drycleaning equipment, solvent still, Detrex Corp.
DETROIT, belt lacers, belt cutters, Detroit Belt Lacer Co.
DETROIT, valves, W. M. Chase Co.
DEVILBISS, compressors, spray guns, hose, DeVilbiss Co.
DEWEY-SHEPARD, gas and oil fired boilers and water heaters, base-panel radiation, winter-summer air conditioner, Dewey-Shepard Boiler Co.
DEXCO, flatwork ironer cover cloth, Whitehouse Nylon Products
DIAL, miniature bar soap, Armour & Co.
DIAL-MASTER, automatic washer control, Norman Control Co.
DIAL-O-TIMER, laundry formula timer, Norman Control Co.
DIAL-TROL, call counter conveyor control, National Marking Machine Co.
DIAMO, stripper, stain remover, Lewis National Corp.
DIAMOND, ball, revolving and swing joints, Diamond Metal Products Co.
DIAMOND, chains, couplings, Diamond Chain Co., Inc.
DIAMOND, knitted nylon nets, Whitehouse Nylon Products
DIAMOND, laundry chemicals, Diamond Alkali Co.
DIAMOND, water-treatment compounds, Oshkosh Filter & Softener Co.
DIAMOND, wire garment hanger, Diamond Wire Hanger Co.
DIAMOND BLUE, laundry bluing, Diamond Alkali Co.
DIAMOND DRYCLEANER, chlorinated cleaning solvent, Diamond Alkali Co.
DIAMOND O & W COMPOUND, detergent, Diamond Alkali Co.
DIAMOND T, motor trucks, Diamond T Motor Car Co.
DIAMOND "W", laundry soaps, Los Angeles Soap Co.
DIASAN, diaper sanitizer, H. Kohnstamm & Co., Inc.
DIAZOCEL, for dyeing Celanese and acetate silks, American Aniline Products, Inc.
DIAZYME, enzymic digester, Jacques Wolf & Co.
DICALITE 7, filter powder, Dicalite Div., Great Lakes Carbon Corp.
DICALITE SPEEDPLUS, straight diatomite filter powder, Dicalite Div., Great Lakes Carbon Corp.
DICALITE SWEETENER, sweetener, filter powder, Dicalite Div., Great Lakes Carbon Corp.
DIEHL, electric motors, fans, Diehl Manufacturing Co., Div. Singer Mfg. Co.
DI/EN, digester, John P. Lynch Co.
DIGESTALL, digestive agents, Package Chemical Co., Inc.
DIGESTEX, fortified enzymic digester, Lustrol Drycleaning Products, Div. Patek & Co.
DIGESTIT, enzymic digester, Riverside Mfg. Co.
DIP-O-MATIC, water repellent tank, Hopkins Equipment Co.
DIPCRAFT, advertising balloons, Dipcraft Mfg. Co.
DIRTEX, IMPROVED, break compound, Patek & Co.
DISAPPEARO, spotting compound, Fry Bros. Co.
DISCOVERY, handkerchief fluffer, Huebsch Mfg. Co., Div. American Laundry Machinery Co.
DI-SOLVENT, diluent for leather dyes, Nu-Pro Mfg. Co.
DISPERSO, silk and wool drycleaning soap, Spix Products Co.
DIS-PER-SOL, break powder, Thompson-Hayward Chemical Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

DISPLAY-IT, shirt display cases, Time Savers, Inc.
DISTILLENE, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
DIVCO, delivery vehicles, Divco Corp.
DIX-E-HOLD, hangers, Marion Mfg. Co.
DIXIE, aprons, Minnesota Chemical Co.
DIXIE, laundry nets, Southern Mills, Inc.
DIXIE, tags, tapes, trouser guards, collar supports, Dixie Hanger Co.
DIXO, detergents, drycleaning soaps, grease, oil and paint remover, wetcleaning soap, Dixo Co.
DIXON STEAM KING, Scotch marine boiler, Dixon Boiler Works
DIXON WATERFALL, Scotch marine boiler, Dixon Boiler Works
DIZOLV-IT, oil remover, Kliegman Bros., Inc.
DO-ALL, built anionic, synthetic detergent, Armour & Co.
DOBBY, mothproofing concentrate, Jay-Dee, Inc., Mfg. Chemists
DOCTOR BOILER, boiler water treatment compound, Doctor Boiler, Inc.
DODGE JOB-RATED TRUCKS, motor trucks, Dodge Div., Chrysler Corp.
DODSON, business insurance, Bruce Dodson & Co.
DOG TEX, treatment for cat and dog stains, Hild Floor Machine Co.
DORAN, hat machinery, Hatters Supply House, Inc.
DOUBLE CHECK, zeolite water softener, Elgin Softener Corp.
DOUBLE DUTY SOUR, sour and blue combination, Diamond Alkali Co.
DOUBLE-VALVE, blanket brusher, American Laundry Machinery Co.
DOUBLEWEAR, apron duck, cover cloth, nets, Lewis National Corp.
DOUGLAS, corn starch, thin boiling starch, Penick & Ford Ltd., Inc.
DOVER DYPERCAN, deodorized diaper container, Dover Stamping Co.
DOWCLENE, synthetic cleaning solvent, Dow Chemical Co.
DOWFUME, fumigant, Dow Chemical Co.
DOW-PER, synthetic solvent, perchlorethylene, Dow Chemical Co.
DRAIN-DRI, cellar drainers, Yeomans Bros. Co.
DRAINTROL, condensation drainage device, Fred H. Schaub Engineering Co., Inc.
DRAPER-EZE, blanket and drapery steam-air finisher, Draper-Eze Equipment Co.
DRAPER-FORM, drapery steam finisher, Kleen Hamper, Inc.
DRES'N'SPORT, dress and sport shirt folding machine, Bishop David Freeman Co.
DRESSER, clamps, couplings, fittings, Dresser Mfg. Div., Dresser Industries, Inc.
DREST, paste type leather finisher, Caled Products Co., Inc.
DREW, ironer oil, E. F. Drew & Co., Inc.
DREW 90 PLUS POWDER, soap plus medium pH alkali builder and water conditioner, E. F. Drew & Co., Inc.
DREX-KLEEN, carbon tetrachloride solvent, Detrex Corp.
DRI-BORD, steam-heated press boards, Kisco Boiler & Engineering Co.
DRI-BRITE GLOSS, fur luster, Nycco Products Co.
DRI-CLOR, dry-to-the-wheel bleach, Pennsylvania Salt Mfg. Co.
DRICO, air cleaners, filters, separators, strainers, Drico Industrial Corp.
DRIEX, water-soluble water repellent, Keystone Aniline & Chemical Co., Inc.
DRI-FLO DIPIT, indelible laundry and drycleaning marking set, Dri-Flo Mfg. Co.
DRI-HAND, dampener and moisture regulator, J. W. Steele & Co.
DRI-RINSE, drycleaners' sour, Johnson Chemical Industries, Inc.
DRISEAL, shirt bands, Driseal Co.
DRI-SHEEN, alkaline detergent, Adco, Inc.
DRI-SHEEN PROCESS, charged system method of cleaning, Adco, Inc.
DRISIZE, synthetic resin sizing for use in petroleum solvent, Eaton Chemical & Dyestuff Co.
DRI SPOT, volatile dry spotter, Benda Products, Inc.
DRI-STEAM, air cleaners, filters, separators, strainers, valves, Drico Industrial Corp.
DRISUDZ, laundry alkaline soap, Cowles Chemical Co.
DRISYN, drycleaning detergent, E. F. Drew & Co., Inc.
DRIZYN SPOTTERS, paint, oil, grease, lipstick spot removers, E. F. Drew & Co.
DRI-TEX, drycleaning detergents, Spix Products Co.
DRITHERM, infra-red heat lamps, North American Electric Lamp Co.
DRI-TOP, ironing board, Bishop David Freeman Co.
DRI-TRI, anhydrous trisodium, A. R. Maas Chemical Co., Div. Victor Chemical Works
DRO-GO, spotting agent, A. L. Wilson Chemical Co.
DR. SPOTGESTER, prespotter, Dello Products Co.
DRUCLOR, powdered hypochlorite bleach, E. F. Drew & Co., Inc.
DRUM MASTER, fur cleaning drum, Walter Haertel Co.
DRUMMOND, soaps, oils, detergents, Standard Soap Co., Div. Concord Chemical Co., Inc.
DRUSOAP H, high-titer neutral soap, E. F. Drew & Co., Inc.
DRUSOAP P, high-titer 98% neutral soap, E. F. Drew & Co., Inc.
DRUZOL, heavy-duty detergent, E. F. Drew & Co., Inc.
DRY BRIGHT, liquid wax for floors, Riverside Chemical Co.
DRY-CAL-SIZE, liquid sizing for solvent sizing, Caled Products Co., Inc.
DRY CHEMICAL, fire extinguishers, American-La France-Foamite Corp.
DRYCLEAN, spot remover, E. I. du Pont de Nemours & Co., Inc.
DRYCO, spotting units, finishing equipment and steam condensers, Bishop David Freeman Co.
DRYCOMATIC, steam-electric iron, Bishop David Freeman Co.
DRYCON, dry size, Wallerstein Co., Inc.
DRYERETTE, driers, hot air, gas-fired, Hoyt Mfg. Corp.
DRYETTE, water repellent, Cravenette Co., U. S. A.
DRYGESTER, dry spotter, Smith Bros. Co.
DRY MASTER, clothes tumbler, National Dryer Mfg. Co.
DRYMASTER, drying cabinets, Hopkins Equipment Co.
DRY-O-MATIC, signal and alarm control for tumblers, Rosenthal Mfg. Co.
DRY-O-WET, spot remover, Slater-Robbins Co. Inc.
DRYSET, air vacuum systems, Lamson Corp., Blower Div.
DRYSIZE, dry size, R. R. Street & Co., Inc.
DRY SPOTTER, volatile grease and paint remover, Lustrol Drycleaning Products, Div. Patek & Co.
DUAL, steam traps, American District Steam Co., Inc.
DUALCRAFT, press pads, Padcraft Corp.
DUAL-DUTY TAG-O-LECTRIC, tag-marking and attaching machine, Textile Marking Machine Co., Inc.
DUAL FILM-a-RECORD, micro-filming machine, Remington Rand, Inc.
DUBLECOTE MULTI-SHINGLES, asphalt roofing shingles, Barrett Div., Allied Chemical & Dye Corp
DUBLIFE, replacements for collars, cuffs, neckbands and trouser pockets, Dublife Collar Co.
DUCO, finishes, E. I. du Pont de Nemours & Co., Inc.
DUFFEL, laundry nets, Southern Mills, Inc.
DUKE, trouser guards, suit, dress and drape hangers, Pittsburgh Hanger Co., Inc.
DUNAWAY, digesters; spotting agents and removers; drycleaning soaps, H. D. Dunaway and Co.
DUO, doublewing collar support, Time Savers, Inc.
DUO-DRI, twin dryers, Hoyt Mfg. Corp.
DUO-MATIC, washers and extractors, Prosperity Co., Inc.
DUO-NYL, expander pad covers, F. H. Bonn Co.
DUO-TEX CONC, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
DUO-WHITE, powdered bleach, Duo-White Co.
DUPLEX, shirt transporter, Time Savers, Inc.
DUPLEX, vacuum cleaner, General Electric Co.
DUPLEX-SLEEVE, expansion joint, American District Steam Co., Inc.
DUPONOL, fatty alcohol sodium sulfate, E. I. du Pont de Nemours & Co., Inc.
DURABILT, laundry and drycleaning washer, Gardner Machinery Corp.
DURACAL, covers and padding combinations, Patek & Co.
DURAFLEX, stokers, Canton Stoker Corp.
DURAVAN, truck bodies for use on Dodge chassis, Universal Sales, Inc.
DURO, blow-off valve, Lunkenheimer Co.
DURO, press covers, R. Lally Co.
DUROIL, fiber sheet packing, Raybestos-Manhattan, Inc.
DUROTEX, press covers, R. Lally Co.
DUST-PROOF, sweeping compound for floors, Riverside Chemical Co.
DUST STOP, air filters, Owens-Corning Fiberglas Corp.
DUTCH-MILL, diaper and diaper can deodorants, Van Chemical Co.
DU-TEX, stain remover, Warco Laboratories
DUTTON, boilers, pumps, Hapman-Dutton Co., Dutton Boiler Div.
DUX COTE, water repellent, Eaton Chemical & Dyestuff Co.
DUX-IT, solvent-soluble water repellent, Keystone Aniline & Chemical Co., Inc.
DWYER, gauges, indicators, meters, F. W. Dwyer Mfg. Co.
DYCO-SIZE, garment retexturing compound, Davies-Young Soap Co.
DYDROSITE, stripping agent, Nu-Pro Mfg. Co.
DYE PADS, pads for "spot dyeing," Caled Products Co., Inc.
DYNA-MATIC, open-end washer, Hammond Laundry-Cleaning Machinery Co.
DYNAMIC DUMPER, unloading washer, Miller Laundry Machinery Co.
DYNASOPE, concentrate, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.
DYO-FLEX, dyes, finishes for leather, Dyo Chemical Co.
DY-100, liquid drycleaning soap, Davies-Young Soap Co.
DYPERCAN, sanitary diaper cans, Dover Stamping Co.
DYSCO, wetcleaning silk and wool soap, Davies-Young Soap Co.
DYSOLVO, soap, Davies-Young Soap Co.
DY-SULPH, synthetic wetcleaner, Davies-Young Soap Co.
DYTINT BLUE, bluing for use in washing machines, North American Dye Corp.
DYTINT DYE, dye for use in washing machines, North American Dye Corp.
DYWHITE, whitener for use in washing machines, North American Dye Corp.

E

EA, drycleaning presses, Prosperity Co., Inc.
EFIT, electric power fork truck, Lewis Shepard Products, Inc.
E-Z, drycleaning soap, Dello Products Co.
EAGLE, oilers, oil and gasoline containers, Eagle Mfg. Co.
EASTON, woven cotton belting, Victor Balata & Textile Belting Co.
EASY, vertical and horizontal solvent pumps, exhaust fans, Easy Industries
EASY-ON, wood strut hanger, Nagel Coat Hanger Co.
EASY PRESS, manually operated drycleaning press, Goldman Pressing Machine Corp.
EASY-TO-SEW, replacement collars, Zuckerberg Corp.
E-C, soap systems, loading hoppers, lint collectors, piece counters, Eastern Cyclone Conveyor System, Inc.
ECCO, blues, ironer oil, spot removers, repellents, prespotters, tints, soaps, Eaton Chemical & Dyestuff Co.
ECCODUX, water repellent, Eaton Chemical & Dyestuff Co.
ECCOFORM, spot remover, Eaton Chemical & Dyestuff Co.
ECCO KOBO, odor neutralizer, Eaton Chemical & Dyestuff Co.
ECCOSIZE, textile finish, Eaton Chemical & Dyestuff Co.
ECLIPSE, laundry and drycleaning power plant equipment, boilers, steam generators, controls, pumps, valves, Eclipse Fuel Engineering Co.
ECLIPSE PIONEER, flexible metal hose, Eclipse Pioneer Div., Bendix Aviation Corp.
ECO, hand cream, Davis Emergency Equipment Co., Inc.
ECO, watchmen's clocks, Detrex Watchclock Corp.
ECONO, drycleaning soap, Package Chemical Co., Inc.
ECONO, sour, Diamond Alkali Co.
ECONO, synthetic solvent drycleaning unit, Vic Cleaning Machine Co.
ECONO-CAL, drycleaning detergents, Caled Products Co., Inc.
ECONOFEED, boiler feed pump and condensate return system, Hapman-Dutton Corp., Dutton Boiler Div.
ECONOMASTER, boiler, Hapman-Dutton Co., Dutton Boiler Div.
ECONO-MATIC, drycleaning unit, Prosperity Co., Inc.
ECONOMIC, boilers, Erie City Iron Works
ECONOMIST, boiler, Hapman-Dutton Co., Dutton Boiler Div.
ECONOMITE REGISTERS, autographic registers, Autographic Register Co.
ECONOMIZER, boiler, Hapman-Dutton Co., Dutton Boiler Div.
ECONO MOISTLESS, paper bands, Economy Tablet & Paper Co.
ECONOMY, drycleaner's bag, Diem & Wing Paper Co.
ECONOMY, hanger bar covers, Phoenix Products Co.
ECONOMY, marking pins, Keyes-Davis Co.
ECONOMY MODEL PARIS, steam-air garment finisher, Garment Finishing Equipment Corp.
ECONOMY SOUR, laundry sour, Speedlite Chemicals Co., Div. Patek & Co.
ECONO-PAK, small-order register, Econo-Pak Register Co.
ECONO-PER, cold synthetic drycleaning unit, Vic Cleaning Machine Co.
ECONO-SCOOP, steel weighing hand scoop, Blenco Co.
ECONOTEX, nylon press covers, X. S. Smith, Inc.
ECONOTHERM, steam boilers, Hapman-Dutton Co., Dutton Boiler Div.
EFELO, finishing equipment, Draper-Eze Equipment Co.
EGAN, ironer and press padding, feed ribbons, Egan Cotton Mills
EGRY ELITE, register, business system, Egry Register Co.
8-A, synthetic drycleaning unit, Prosperity Co., Inc.
8B, cleaning units, Prosperity Co., Inc.
8C, cleaning units, Prosperity Co., Inc.
1838, marking ink, liquid laundry blue, Eaton Chemical & Dyestuff Co.
886, strong soap formula, R. R. Street & Co., Inc.
EJEX, wetcleaning soap, Dello Products Co.
ELAINE, red oil (oleic acid), Emery Industries, Inc.
ELANITE, laundry soaps, Los Angeles Soap Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

ELASTIGUM, roof cement, roof coating, Barrett Div., Allied Chemical & Dye Corp.
ELCCO, drycleaning presses, press head cleaners, puffers, spotting boards and tables, valves, Intercontinental Mfg. Co., Inc.
ELCONITE, standard greensand zeolite, Elgin Softener Corp.
ELCONITE, synthetic zeolite, Elgin Softener Corp.
ELECTRO, water conditioner, Stomac Engineering Co., Inc.
ELECTROFLUID, motorized hydraulic drive, Link-Belt Co.
ELECTRO LIFT, hoists, Electro Lift, Inc.
ELECTROMANUAL, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.
ELECTROMATIC, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.
ELECTRO-MEND, mending machines and tabs, Simmons Machine Co.
ELECTRO NEUTRALIZER, water-conditioning apparatus for steam boilers, Electro Chemical Engineering Co., Inc.
ELECTRUNITE, stainless steel tubing, Republic Steel Corp.
ELGIN, water softening and conditioning equipment and chemicals, water filters, Elgin Softener Corp.
ELITE TRU-PAK, autographic register, Egry Register Co.
ELLIOTT, addressing machines, Elliott Addressing Machine Co.
ELLIS, laundry machinery, Ellis Drier Co.
ELMO, stripper, A. L. Wilson Chemical Co.
ELNA, sewing, mending machine, Mark-O Corp.
EMERALD, felt, flannel, Pittsburgh Waterproof Co.
EMERSOL, stearic acid, Emery Industries, Inc.
EMPIRE, firebrick, A. P. Green Fire Brick Co.
EMPIRE, steam traps, American District Steam Co., Inc.
EMULSIVE, wheat starch, Keever Starch Co.
ENDOR, steam tumbler, Hammond Laundry-Cleaning Machinery Co.
ENDURO, coil-spring press pad, Zeidler Mfg. Co.
ENDURO, stainless steel, Republic Steel Corp.
ENERGETIC, wetcleaning synthetic detergent, Armour & Co.
ENERGEX, drycleaning detergent, Pennsylvania Salt Mfg. Co.
ENERGY, gas-fired air heater for drycleaning equipment, Norman Control Co.
ENGINAIR, compressor, Westinghouse Air Brake Co., Industrial Products Div.
ENZYMERSE, enzymic digester, George E. Mead Co.
EOSOL, paint, oil and grease remover, Krasan Products, Inc.
ERAD-INK, ink remover, A. L. Wilson Chemical Co.
ERADOL, color stripper, National Cleaners Chemical Mfg. Co.
ERASINE, ink remover, Lewis National Corp.
ERIE CITY, boilers, underfeed stokers, Erie City Iron Works
ERIFON, flame retardant, E. I. du Pont de Nemours & Co., Inc.
ERMCO, rug conveyor and equipment, American Laundry Machinery Co.
ERMINE, starch, Washine National Sands, Inc.
ERUSTICATOR, rust stain remover, Pennsylvania Salt Mfg. Co.
ERUSTO, spot and stain remover, dry and wetcleaning soaps, laundry sour, Pennsylvania Salt Mfg. Co.
ERUSTO-CETIC, sour for wetcleaning, Pennsylvania Salt Mfg. Co.
ERUSTOCIDE, laundry sour, Pennsylvania Salt Mfg. Co.
ERUSTO DDT EMULSION, insecticide, Pennsylvania Salt Mfg. Co.
ERUSTO ENERGEX, drycleaning products, Pennsylvania Salt Mfg. Co.
ERUSTOLIN, laundry sour, Pennsylvania Salt Mfg. Co.
ERUSTO LIQUI-BLUE, laundry blue, Pennsylvania Salt Mfg. Co.
ERUSTO-MAX, laundry sour, Pennsylvania Salt Mfg. Co.
ERUSTO-RAY, laundry sour, Pennsylvania Salt Mfg. Co.
ERUSTO SALTS, laundry sour, Pennsylvania Salt Mfg. Co.
ERUSTOSOL, laundry sour, Pennsylvania Salt Mfg. Co.
ESCO, high pH soap builder, Cowles Chemical Co.
ESCOFOS, soap regenerator, Cowles Chemical Co.
ESCOLITE, medium pH soap builder, Cowles Chemical Co.
ESCOLLOID, medium pH soap builder, Cowles Chemical Co.
ESCOL 77, high pH soap builder, Cowles Chemical Co.
ESCOMO, liquid blue, Cowles Chemical Co.
ESCO-SAVON, hot-water soap (east of Rockies only), Cowles Chemical Co.
ESPECCO, solvent, starches, Superior Products Co.
ESSO BOND, air-setting, high-temperature cement, Ramtite Co.
ETERNIT, asbestos-cement sheets for roofs and sidewalls, Ruberoid Co.
ETERNIUM, pitch base paint, Barrett Div., Allied Chemical & Dye Corp.
ETHRO, rug and carpet shampoo, North Coast Chemical & Soap Works
EULANS, mothproofing agents, General Dyestuff Corp.
EURECO, ventilating system, Eure & Co.
EUREKA, belt dressing, Standard Oil Co.
EUREKA, marking pins, Keyes-Davis Co.
EUREKA, wetcleaning laundry powder, North Coast Chemical & Soap Works
EVALPAK, valve packing, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
EVALTHRUST, valve bushings, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
EVAPO-GAS, fumigant, Nycco Products Co.
EVERDUR, copper silcon alloy, American Brass Co., American Metal Hose Branch
EVERLASTIC, roofing, Barrett Div., Allied Chemical & Dye Corp.
EVER-LITE, lighting fixtures, Ever-Lite Co.
EVER MOIST, dampening device, Time Savers, Inc.
EVER-MOIST, nylon containers, F. H. Bonn Co.
EVERREADY, hat and garment boxes, Automatic Paper Box Corp.
EVRTYTE, steel valves, Strong, Carlisle & Hammond Co.
EWART, detachable link belt chain, Link-Belt Co.
EWING PONY, wood pony laundry washer, R. Ewing & Sons, Inc.
EXACTO, pre-numbered marking tags, hanger racks, loop assembly hooks, clips, belt wheel, rack dividers, Perfection Products Co. & Identification, Inc.
EXCELAL, starch finish, Eaton Chemical & Dyestuff Co.
EXCELL-O, cellophane tying ribbon, Freydberg Bros.-Strauss, Inc.
EXCELSIOR, hatters' and steam spotting, finishing equipment, Excelsior Machinery Co.
EX-GO, stain remover, A. L. Wilson Chemical Co.
EXHAUSTEAM, steam purifier, Morehead Manufacturing Co.
EXIDE, storage batteries, Electric Storage Battery Co.
EXIDUST, industrial vacuum cleaners, Lamson Corp., Blower Div.
EXPANDO, collar supports, Time Savers, Inc.
EXPELSOR, pneumatic sewage ejector, Yeomans Bros. Co.
EXSIZE-T, starch-removing desizing agent, Pabst Brewing Co., Industrial Products Div.
EX-SOIL-O, drycleaning soap, Davies-Young Soap Co.
EXTRACTETTE, extractor, Cook Machinery Co., Inc.
EXTRACTING WASHER, washing and extraction in one operation, Butler Mfg. Co.
EXTRA SOLUBLE COLORFIXE, sours, H. Kohnstamm & Co., Inc.
EXTRON, drycleaning washer extractor units, U. S. Hoffman Machinery Corp.
EXZYME, enzymic spotting agent, Pabst Brewing Co., Industrial Products Div.
EZ-OFF, metal cleaner, Boston Clip & Tag Co.
E-Z SQUEEZE, water spray gun, Dryco Corp.
E-Z TO SEW, pillow ticks, Zuckerberg Co.
EZY, drycleaning press, Prosperity Co., Inc.
EZY-KLEEN, strainers for pumps and pipelines, Blackmer Pump Co.

F

F.B., loose-leaf holders, Speed Products Co., Inc.
F.B.C., drycleaning detergent, Fry Bros. Co.
FF, tickings, Freund, Freund & Co.
F & E, underfeed stokers, Flynn & Emrich Co.
FABRICARE, drycleaning finishing equipment, Bishop David Freeman Co.
FABRICHEAD, puff irons, Excelsior Machinery Co.
FABRI CLENE, drycleaning detergents, Lincoln Research, Inc.
FABRICOL, drycleaning detergent, R. R. Street & Co., Inc.
FABRIC-RENEWING, press plates, Bishop David Freeman Co.
FABRIC-SAFE, press plate, Bishop David Freeman Co.
FABRI FIN, fabric conditioner, Lincoln Research, Inc.
FABRI LUBE, stain sealer, Lincoln Research, Inc.
FABRI PELS, water repellents, Lincoln Research Inc.
FABRI SIZES, dry and wet sizings, Lincoln Research, Inc.
FABRIT, heat-sealing mending tape, Madison Products Co., Lucas Products Co.
FABTEX, water repellent, Merson Products Co.
FAB-TEX, water repellent, Spix Products Co.
FAIRBANKS, valves, trucks, casters, wheels, Fairbanks Co.
FAIRBANKS-MORSE, pumps, motors, engines, stokers, Fairbanks Morse & Co.
FAMILY WORK STARCH, laundry starch, Keever Starch Co.
FAMOUS 50, hand numbering machine, Roberts Numbering Machine Co.
FAN-PAC, packaged ventilation, DeBothezat Fans Div., American Machine & Metals, Inc.
FANTOM-BANTAM, invisible identification system, National Marking Machine Co.
FANTOM-FAST, invisible identification system, National Marking Machine Co.
FANTOM-MASTER, invisible identification system, National Marking Machine Co.
FASEL, prespotter, Package Chemical Co.
FASTOGENE, textile finishes and assistants, American Aniline Products, Inc.
FAWR, accessory equipment, Fawr, Inc.
FEATHER, air compressor valves, Worthington Pump & Machinery Corp.
FELAN, durable water-repellent finish, E. I. du Pont de Nemours & Co., Inc.
FEND, protective hand cream, Mine Safety Appliance Co.
FEROCATOR SALTS, laundry sour, Pennsylvania Salt Mfg. Co.
FERRENEWO, angle check and globe valves, Lunkenheimer Co.
FERRO, sours, Diamond Alkali Co.
FERROSAND, iron-removal filters, Hungerford & Terry, Inc.
FIBERGLAS, spun glass yarn for fabrics and insulating, Owens-Corning Fiberglas Corp.
FIBEROLLS, for use with marking machines, Textile Marking Machine Co., Inc.
FIELD, draft controls, Conco Engineering Works, Div. H. D. Conkey & Co.
FIELDEN, liquid level control instrument, Fielden Instrument Corp.
50-FOLD, concentrated drycleaning soap, National Cleaners Chemical Mfg. Co.
FILPRO, vacuum still, U. S. Hoffman Machinery Corp.
FILTERMASTER, solvent filters, Hopkins Equipment Co.
FILTER-SOL, liquid drycleaning soap, Davies-Young Soap Co.
FILTERSTILL, filters, Martin Equipment Co., Div. American Laundry Machinery Co.
FILTROL DC, adsorbent filter aid, Filtrol Corp.
FILTROLENE, synthetic drycleaning soap, Slater-Robbins Co., Inc.
FILTRON, electronic filter, U. S. Hoffman Machinery Corp.
FILTROSAN, drycleaning soap, Stoddard solvent, Slater-Robbins Co., Inc.
FILT-R-OUT, liquid drycleaning soap, Caled Products Co., Inc.
FINISH 21, dye fixer, Apex Chemical Co., Inc.
FINNELL, starch reclaimer, Lewis National Corp.
FIREBOX, coal, oil, gas stokers, high and low pressure, Kewanee Boiler Corp.
FIRE-CHEX, roofing shingles, Philip Carey Mfg. Co.
FIREITE, asbestos furnace cement, Johns-Manville
FIREYE, safeguards, controls, Combustion Control Corp.
FIREFLY, asbestos pads, Firefly Asbestos Products Co.
FIRE GUARD, insulation, Philip Carey Mfg. Co.
FIRE GUN, fire extinguishers, America-La France-Foamite Corp.
FIT-ALL, sleeve forms, Davis Specialties, Inc.
5-L, laundry starch, Clinton Foods Inc.
527 SPOTTER, all-purpose spotter, Dixo Co.
FLAG-O-MATIC TAGS, for the marking tags, Philip L. Braun, Inc.
FLAG-TAGS, special tags, Stry-Lenkoff & Co.
FLAIR, sport shirt pack, Scientific Packages, Inc.
FLALON, nylon flannel for press pads, Burgess-Berliner Associates
FLAME CHEK, flameproofing agent, Chek Products, Inc.
FLAME PROOF XWX, flameproofing agent, Apex Chemical Co., Inc.
FLAMONEL, Monel press pads, Resillo Co.
FLAN-L-TEX, metal press pads, X. S. Smith, Inc.
FLASH, hand-type tape sealing machine, Time Savers, Inc.
FLASH, shirt packages, Scientific Packages, Inc.
FLETCHER, extractor, Fletcher Works, Inc.
FLEXO, built powder, Swift & Co.
FLEXCO, belt fasteners, Flexible Steel Lacing Co.
FLEXIMATIC, linen folder, Troy Laundry Machinery Div., American Machine & Metals, Inc.
FLEXITE, rubber buckets, dippers, funnels, B. F. Goodrich Co.
FLEXOL, starch, Washine National Sands, Inc.
FLEXOL DOP, plasticizer to soften hardened waterproof innerlinings, Eaton Chemical & Dyestuff Co.
FLEXON, corrugated expansion joints, Flexonics Corp.
FLEX V, belt fasteners, Flexible Steel Lacing Co.
FLIK, paint, oil and lipstick remover, Stamford Chemical Co.
FLINT CHIPS, neutral soaps, Armour & Co., Industrial Soap Div.
FLOATS OFF, liquid synthetic detergent, J. Holcomb Mfg. Co.
FLO-KLEAR, soap for charged systems, Pennsylvania Salt Mfg. Co.
FLOORKOTE, enamel, Tropical Paint & Oil Co.
FLOORMASTER, trucks, Lewis-Shepard Products, Inc.
FLOOR-VEYOR, permanent installation power belt conveyor, Rapids-Standard Co., Inc.
FLORIENT, room deodorant, Colgate-Palmolive Co.
FLOW-CLEAN, washer-extractor, Fletcher Works, Inc.
FLOW-MASTER, continuous speed rail fittings, Flow-Master Machine Corp.
FLOWRATER, solvent meter for filters, Fischer & Porter Co.
FLOW-RINSE, drycleaning extractor-rinser, Fletcher Works, Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

FLUFFED EDGE, padding cotton, Pittsburgh Waterproof Co.
FLUFTEX, fabric conditioner, textile softeners, National Textile Chemical Co.
FLUORIUM, fluorescent fabric finish, Beach Soap Co.
FLUTRON, ruffle ironer, Maxant Button & Supply Co.
FOAMANEL, sponge press pads, Resillo Co.
FOAM-ASBESTOS, foam rubber laminated drycleaning pads, Gustin-Kramer Co.
FOAMEX, neutral lubricant, Benda Products, Inc.
FOAMITE, fire extinguishers, American-La France-Foamite Corp.
FOAMSUDS, liquid coconut soap, E. F. Drew & Co., Inc.
FOLD-A-WAY, shirt baskets and trucks, Time Savers, Inc.
FOLD-FAST, folders, Troy Laundry Machinery Div., American Machine & Metals, Inc.
FOLD-KING, shirt-folding device, Time Savers, Inc.
FOLDMASTER, flatwork folder, American Laundry Machinery Co.
FOLDRITE, flatwork folder, American Laundry Machinery Co.
FOLDRITE, shirt folding and finishing equipment, Time Savers, Inc.
FOOTROL, switches, General Control Co.
FORCE-FLO, blast type convector with fan, Trane Co.
FORD, gasoline trucks and engines, Ford Motor Co.
FORMANIL, aniline dyes, American Aniline Products, Inc.
FORMATIC, automatic shirt folder, American Laundry Machinery Co.
FORMATIC, shirt finishing equipment, American Laundry Machinery Co.
FORM-A-TIME CONTROL, washer timer, Van Chemical Co.
FORMATROL, cycle timer, automatic washer control, Prosperity Co., Inc.
FORM FIT, garment hangers, Pacific Coat Hanger Mfg. Co.
FORMFIT, shirt protectors, Sutherland Paper Co.
FORM-MASTER, payroll system, Todd Co., Inc.
FORMMASTER, portable forming machine, Walter Haertel Co.
FORM-RITE, collar shaper, Huebsch Mfg. Co. Div. American Laundry Machinery Co.
FORMULA CONTROLS, INC., formula control for washers, Formula Controls, Inc.
FORMULA E-23, concentrated detergent, Marshall Co.
FORMULA 886, strong soap formula, R. R. Street & Co., Inc.
FORMULA 1954, 4% clear, no-rinse charge, Marclene Products Corp.
FORMULA 177, synthetic soap powder, West Side Corp.
FORMULA S, built, powdered, low-titer soap, and fur cleaning supplies, Swift & Co.
FORMULA 60, high-titer laundry soap, New South Mfg. Co., Inc.
FORMULA 12, drycleaning soap, Package Chemical Co., Inc.
FORMULA W-51, ink remover, A. L. Wilson Chemical Co.
FORSE MASTER, presses, laundry and drycleaning equipment, Forse Equipment Corp.
FOSKLOR, chlorinated sodium phosphate, Westvaco Chlor-Alkali Div., Food Machinery & Chemical Corp.
FOSTER-STEPHENS, window posters, photo truck-posters, sales promotion material, newspaper mats, Foster-Stephens, Inc.
FOUR-ACES, synthetic wetcleaner in powder form, National Cleaners Chemical Mfg. Co.
400, liquid drycleaner, Adco, Inc.
411, powdered synthetic detergent, Armour & Co.
460, power conveyor, Richards-Wilcox Mfg. Co.
FOUR STAR, wheat paste starch, Keever Starch Co.
422, built anionic synthetic detergent, Armour & Co.
FOXBORO, indicating, recording, controlling instruments, Foxboro Co.
FRACTO-CRETE, castable refractory, Ramtite Co.
FRANKLIN, steel products, Bernard Franklin Co., Inc.
FRANKLIN'S, cement treatment, cleaners, polishes, waxes, wood seal, Franklin Research Co.
FRE-BIR-PAC, cloth counters, automatic towel and diaper counters, Fre-Bir-Pac, Inc.
FREE-FLO, drycleaning pressure filter, Gross Machinery Co., Inc.
FREEMAN, fabric-safe doubleplates, drycleaners press plates, lusterplate double plates, Bishop David Freeman Co.
FREE-VANE, air-operated controller, Bristol Co.
FREE-VANE, electric controller, Bristol Co.
FREMONT, rubber floor tile, mats, matting, Fremont Rubber Co.
FRESH-AIR MAKER, fans, blowers, Schwitzer-Cummins Co.
FREUND, tickings, Freund, Freund & Co., Inc.
FRIGIDAIRE, air conditioners, Frigidaire Div., General Motors Corp.
FRINGE-IT, fringe cleaner, Certified Chemical & Equipment Co.
FRONTIER BRAND, specialties, Riverside Chemical Co., Inc.
FROST-PROOF, pipe covering and blocks, Ruberoid Co.
FRUGAL, soap, Minnesota Chemical Co.
FRYBRO, black indelible marking ink, ironer oil, Fry Bros. Co.
FRYE, dye dippers, E. B. Frye & Son
FRY'S SPECIAL, clipper laced aprons, Fry Bros. Co.
F. S. RUBBER MARKERS, colored identification markers, Skrandel Co.
FUEL-SAVER, boilers, International Boiler Works Co.
FULFLO, filters for industrial fluids, gases and compressed air, Commercial Filters Corp.
FUL-FLO, laundry nets and fabrics, Davis Mills Inc.
FULLMATIC, washers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
FULTON, laundry nets, Southern Mills, Inc.
FULTON, small-horsepower steam boilers, Fulton Boiler Works, Inc.
FUME-FITE, acid resisting enamel, Tropical Paint & Oil Co.
FUMOL, mothproofing agent, Fumol Corp.
FUR CLENE, fur cleaning solvent, Walter Haertel Co.
FUR-E-OIL, re-oiling and softening agent for furs and leathers, Package Chemical Co., Inc.
FURLON, fur glaze, Nycco Products Co.
FURNAS-CRETE, castable refractory, Mexico Refractories Co.
FUR-RAY, fur cleaner and reconditioner, Jay-Dee, Inc., Mfg. Chemists
FUR SHEEN, fur cleaner, Walter Haertel Co.
FYR-FEEDER, stokers, American Coal Burner Co.

G

GFD'S, hot air dryers, Hoyt Mfg. Corp.
GFTT, gas power fork truck, Lewis-Shepard Products, Inc.
G & G, liquid or powdered stripper, bleacher, G & G Chemical Co.
GOP, grease, oil and paint remover, Eaton Chemical & Dyestuff Co.
GABRIEL, boilers, heat exchangers, pressure tanks, Gabriel Boiler & Fabrication Co.
GARCO, hangers, wire trouser guards, collar supports, Garment Hanger Co.
GARD, combined flameproofing and mothproofing agent, U. S. Chemical Products Co.
GARDNER-DENVER, air compressors, pumps, Gardner-Denver Co.
GAS-HEAT, recirculators, Kisco Boiler & Engineering Co.
GASWAY, gas-heated flatwork ironers, Gasway Corp.
GATES, heavy duty industrial V-belts, Gates Rubber Co.
GAVSCO, valves, Golden-Anderson Valve Specialty Co.
GEEP, wet and dry spotter, Keystone Aniline & Chemical Co., Inc.
GELATONE, liquid size and finish, R. R. Street & Co., Inc.
GEM, grease cups, Lunkenheimer Co.
GEMZYME, enzymic digester, George E. Mead Co.
GENERAL, fire trucks, General Detroit Corp.
GENERAL, perchlorethylene drycleaning units, Martin Equipment Co., Div. American Laundry Machinery Co.
GENERAL ELECTRIC, electrical equipment, General Electric Co.
GENERAL FORMULA, general formula, Lustrol Drycleaning Products, Div. Patek & Co.
GENERAL FORMULA, stain remover, G & G Chemical Co.
GENERAL FORMULA 209, spotting agent R. R. Street & Co., Inc.
GERMITEX, sour, Hood Chemical Co., Inc., Crescent Div.
GIANT, built high-titer soap powder, Armour & Co.
GIANT, hydraulic extractor, Strike's Laundry Machinery, Inc.
GIANT KING, net pins, Keyes-Davis Co.
GIBRALTAR, marking and printed tags, Commercial Tag Co.
GIBRALTAR, nylon flatwork ironer tape, Gibraltar Fabrics, Inc.
GIBRALTAR TRI-PRONG CLIP, skirt hanger fastener, Commercial Tag Co.
GIFCO, tags, H. M. Gifford Mfg. Co.
GI-GR-NITE, casters, Clinton Products Co.
GILMER, V-belts, flat belting, woven belting, New York belting & Packing Co.
GILT EDGE, round leather belting, I. B. Williams & Sons
GLAMORENE, rug cleaner, rug brush, foam upholstery cleaner, Glamorene, Inc.
GLAZEEN, fur glazing fluid, Package Chemical Co., Inc.
GLAZOLENE, fur luster, Nycco Products Co.
GLEEM, liquid wetcleaning soap, Trico Chemical Div., Tri-State Equipment Co.
GLENN ANDERSON, paper collar supports, Howe Paper Corp.
GLIDE, ironing surface lubricant, Patek & Co.
GLIDE LINER, pressing machines, laundry power presses, Unipress Co.
GLIDE-O-MATIC, shirt-finishing unit, Unipress Co.
GLIDER, electric irons, J. W. Steele & Co.
GLIDER, pressing machine, Loyal Textile Machinery Corp.
GLIM, detergent, General Aniline & Film Corp., Special Products Sales Div.
GLISS'N, cleaning compounds, mothproofing, Gliss'n Products Co., Inc.
GLOBE, drycleaning marking and strip tags, Globe Ticket Co. of New England
GLOBE, laundry, drycleaning washers, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
GLORY, tallow soap chips, Swift & Co.
GLO-SOAP, drycleaning soap, Starr Soap & Chemical Co., Inc.
GLOSSTEX, canvas products, C. R. Daniels, Inc.
GLOVER, cleaners' specialties, Bill Glover, Inc.
GLUV-NU, glove soap, Davies-Young Soap Co.
GLYD-ON, shirt clip, Time Savers, Inc.
GMC TRUCKS, motor trucks, GMC Truck & Coach Div., General Motors Corp.
GO-BACK, basket conveyor, Time Savers, Inc.
GO-BACK, conveyors for flatwork presses, Rosenthal Mfg. Co.
GOLDEN FLAKE, laundry soaps, Fry Bros. Co.
GOLD-FLO, boilers and condensation return system, Goldman Pressing Machinery Corp.
GOLD LINE, laundry fabric, Tingue, Brown & Co.
GOLD MEDAL, hatters' chemicals, machinery, Hatters Supply House, Inc.
GOLD MEDAL, nets, Southern Mills, Inc.
GOLDSEAL, colored specialty tapes, Gummed Tape & Devices Co.
GOLD STAR, feed ribbons, New York Belting & Packing Co.
GOOD FORM, garment hangers, Pacific Coat Hanger Mfg. Co.
GOODRICH, rubber hose, belting, packing, B. F. Goodrich Co.
GORTON, air eliminators, Gorton Heating Corp.
GOVERNOR, nylon net, Gibraltar Fabrics, Inc.
GRAKO, belt dressing, Graton & Knight Co.
GRAND, hatters' equipment, supplies, Maxant Button & Supply Co.
GRANOLITH, paint for brick, concrete, stucco, Barreled Sunlight Paint Co.
GRANUWAX, granulated wax, Lewis National Corp.
GRAVES & MARSHALL, water heaters, heat exchangers, pressure and storage tanks, Graves & Marshall Co.
GREASEX, solvent oil for industrial washing, Patek & Co.
GREASOLV, oil, paint, grease remover, Edelmuth Mfg. Chemists
GREAVES, silent bakelite gears, milling machines, Greaves Machine Tool Co.
GREENBACK, apron duck, John T. Stanley Co., Inc.
GREEN BUBBLES, soap powder, Minnesota Chemical Co.
GREENCOTE, refractory maintenance coating, A. P. Green Fire Brick Co.
GREEN GLO, oil soap, Allen B. Wrisley Co.
GREEN LABEL, builder compound, Solvay Sales Div., Allied Chemical & Dye Corp.
GREEN OLIVE, soap, Rome Soap Mfg. Co.
GREENSTRIPE, cover cloth, John T. Stanley Co., Inc.
GREEN STRIPE, padding, William E. Hooper & Sons
GREENZYME, digestive enzyme, Greenville Chemical Co.
GREIF, hangers, guards, Greif Bros. Cooperage Corp., Wire Garment Hanger Div.
GRESOL, break powder, Speare Co.
GREYHOUND, extractor, synthetic washer, washwheel, Hercules Laundry Machinery Co., Inc.
GREY-ROCK, brake lining, clutch facings, brake blocks, Raybestos-Manhattan, Inc.
GRIMES, air compressors, Grimes Co.
GRIPNET, nylon net closures, Keyes-Davis Co.
GRIPPO, slip-resistant trouser guard, Patek & Co.
GRIPPO GUARD, trouser guards, L. M. Leathers' Sons
GRIPTEX, liquid rubber, Adhesive Products Corp.
GRIPTITE, bagging rod clamp, Bishop David Freeman Co.
GRIP-TITE, marking tags, Liberty Marking Tag Co., Inc.
GRIPTITE, rug pole hangers, American Laundry Machinery Co.
GROSS, drycleaning extractors, filters, tumblers, washers, Gross Machinery Co., Inc.
GROSSAIR, open-end tumbler, Gross Machinery Co., Inc.
GROSS-EX, drycleaning washer-extractor, Gross Machinery Co., Inc.
GROSS-OMATIC, safety petroleum drycleaning unit, Gross Machinery Co., Inc.
GROSS STAR, grid plates, electric steam irons, ironing boards and tables, asbestos covers and pads, floor matting, L. Behrstock Co.
GROSS-X, tumbler, Gross Machinery Co., Inc.
G-SEAL, pipe joint compound, Quigley Co., Inc.
G-SOL, drycleaning soap, G & G Chemical Co.
GUARANTEED, built, powdered high-titer laundry soap, Swift & Co.
GUARDIAN, hanger covers, shirt bands, garment bags, trouser guards, Great Eastern Paper Converters, Inc.
GUARDSMAN, watchclock, Detex Watchclock Corp.
GULF, petroleum and Stoddard solvents, rust preventatives, greases and lubricating oils, Gulf Oil Corp.-Gulf Refining Co.
GUMCRAFT, gummed, mending and printed tapes, Gummed Tape & Devices Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

GUTH FLUORESCENT, fluorescent lighting equipment, Edwin F. Guth Co.
GUTH GERM-KILLING LIGHTS, bactericidal lighting equipment, Edwin F. Guth Co.

H

H, water soluble grease, Keystone Lubricating Co.
H & A, size, H. & A. Sizing Co.
HCR, high capacity cation exchanger, National Aluminate Corp.
HD, belt fasteners, Flexible Steel Lacing Co.
H.K., water repellent, H. Kohnstamm & Co., Inc.
HTH, granular bleach, Mathieson Chemical Corp.
HTH, soda bleach mix, calcium hypochlorite with soda base, Olin Mathieson Chemical Corp.
HW, liquid soap, Eaton Chemical & Dyestuff Co.
HAERTEL, fur cleaning material, equipment, trucks, fumigation cabinet, garment racks, fur vault door, Walter Haertel Co.
HAGAN, combustion control for boilers, Hagan Corp.
HAGAN RING BALANCE, flow meters, Hagan Corp.
HAIROUND, round belting, Graton & Knight Co.
HALOX, dry bleach, Wyandotte Chemicals Corp.
HALL, tanks and tubs, Amos H. Hall & Sons
HAMILTON, casters, dollies, racks, wheels, trucks, Hamilton Caster & Mfg. Co.
HAMILTON, spring padding, American Laundry Machinery Co.
HAMMEL-DAHL, valve controls, valves, Hammel-Dahl Co.
HAMMOND, washers, tumblers, etc, Hammond Laundry-Cleaning Machinery Co.
HAND-A-LOX, wire hanger holder, Time Savers, Inc.
HANDEE, presses, Forse Equipment Co.
HAND-FILM, protective hand cream, National Cleaners Chemical Mfg. Co.
HANDI, bundle and garment racks, Speare Co.
HANDIPAK, portable autographic register, Egry Register Co.
HANDIROL, mending tape, Gummed Tape & Devices Co.
HANDY, button and buckle covering equipment, Handy Button Machine Co.
HANDY, flatwork ironer, American Laundry Machinery Co.
HANDY, gate valves, Lunkenheimer Co.
HANDY, rubber markers, Zuckerberg Co.
HANDY HOOKS, garment hanger and household conveyors, Engineering & Production Specialties
HANDYPAK, day tags, Tagit Co.
HANG-A-LOX, wire hanger rack, Time Savers, Inc.
HANGER-TIES, hanger combiners, H. F. Hanscom & Co.
HANG-RITE, garment hangers, Waldorf Paper Products Co.
HARWID, polyethylene, Olin Cellophane Div., Ecusto Paper Corp.
HAT SIZING, sizing for hatters, Warco Laboratories
HAUSER-STANDER, wood tanks, tubs, vats, Hauser-Stander Tank Co.
HAWKEYE, soap flakes, Iowa Soap Co.
HAYS, veriflow meter, visio-ratio gauge, Hays Corp.
HEARTH-CRETE, refractory material, Quigley Co., Inc.
HEART-OAK, leather belting, Graton & Knight Co.
H. E. FLUELESS, boilers, P. M. Lattner Mfg. Co.
HELE-SHAW, pumps, American Engineering Co.
HELMET, steel safety pins, Risdon Mfg. Co.
HERCULES, extractors, Haring & Stephens Co.
HERCULES, Stoddard solvent and 140° F dry-cleaning units, washers, Hercules Laundry Machinery Co., Inc.
HERCULES CMC, sizing agent, Hercules Powder Co.
HERMAN, delivery truck body, Herman Body Co.
HERO, fire extinguishers, Bostwick Laboratories
HEV-E, combination oil and gas burner, Cleaver-Brooks Co.
HEXAGON, pads, covers, Stadham Co., Inc.
HEXAMO, prespotter, Riverside Mfg. Co.
HEXIKLOR, synthetic solvent drycleaning detergent, Krasan Products, Inc.
HEXITE, wetcleaning soap, Riverside Mfg. Co.
HEXOL, prespotter, Slater-Robbins Co., Inc.
HEXOLAITE, alkali, soap builder, Lewis National Corp.
HI-BASEX A, zeolite, Hungerford & Terry, Inc.
HI-CAP, charge system detergent, Lustrol Drycleaning Products, Div. Patek & Co.
HI-CAP, steam traps, Strong, Carlisle & Hammond Co.
HICORY, soap, flaked or powdered, Los Angeles Soap Co.
HI-eF PURIFIERS, air & steam separators or purifiers, V. D. Anderson Co.
HIGH FLASH SHELL-SOL, naphtha petroleum solvent, Shell Oil Co., Inc.
HIGH-SPEED, curtain drier, drying tumbler, American Laundry Machinery Co.
HI-GRADE, leather belting, cement, dressing, Cornell Belting Co.
HI-INVERSAND, zeolite, Hungerford & Terry, Inc.
HILD, rug and carpet shampooing equipment, animal stain remover, Hild Floor Machine Co.
HI-LITE, solvent soluble brightener, Lustrol Drycleaning Products, Div. Patek & Co.
HILO, built low-titer soap powder, Armour & Co.
HILO-CHROME, chrome-base bonding mortar, Mexico Refractories Co.
HILOSET, high-temperature bonding mortar, Mexico Refractories Co.
HI-LUSTRE, fur glazing fluid, Bernard Sirotta Co.
HI-SPEED, rail fittings, Time Savers, Inc.
HI-SPEED, washer, Keystone Laundry Machinery Co.
HI TEST, high-pressure welded boilers, Kewanee Boiler Corp.
HI-TEST, moth spray, Bernard Sirotta Co.
hi-TONE, non-ionic drycleaning detergent, hi-Tone Soap Co.
HI-V, collar and cuff press, Forse Equipment Corp.
HI-JET, drycleaning and laundry washer-extractor-drier units, U. S. Hoffman Machinery Corp.
HODGES, checking systems, Jack Hodges Specialty Co.
HOFFCO-VAC, portable vacuum cleaner, U. S. Hoffman Machinery Corp.
HOFFMAN, drycleaning, laundry machinery, U. S. Hoffman Machinery Corp.
HOLDAPRES, trouser hanger, B & G Engineering Co.
HOLD-FAST, leather belt dressing, I. B. Williams & Sons
HOLTITE, collar supports, Wormstead, Smith & Loomis, Inc.
HOL-TITE, marking tags, Liberty Marking Tag Co., Inc.
HOLT WHIRLWIND, floor polishers, Holt Mfg. Co.
HOMO-FLEX, hose, belting, Raybestos-Manhattan, Inc.
HONEYCOMB, filter tubes for industrial fluids, gases and compressed air, Commercial Filters Corp.
HOODCLOR, bleach, Hood Chemical Co., Inc., Crescent Div.
HOOF, automobile and engine governors, Hoof Products Co.
HOOPERWOD, cotton press padding, nets, William E. Hooper & Sons
HOOSIER PEARL, corn starch, National Starch Products, Inc.
HOPE, tapes, belting, Hope Webbing Co.
HOPKINS, washing machines, tanks, Hopkins Equipment Co.
HOPKINS ATOMIZER, spotter, Hopkins Equipment Co.
HOPKINS FILTER, horizontal, bag-type filter, Hopkins Equipment Co.
HORN CRETE-FIX, floor resurfacer, A. C. Horn Co., Inc.
HORN DRI-N-TITE, roof coating, A. C. Horn Co., Inc.
HORN FUMEX, fume resistant coating for walls, ceilings, A. C. Horn Co., Inc.
HORNGLAZE, floor wax, A. C. Horn Co., Inc.
HORNOLITH, dustproofer for concrete floors, A. C. Horn Co., Inc.
HORSESHOE, shirt sorting bin, Time Savers, Inc.
HORWATH, laundry washers, Horwath Laundry Machine Mfg. Co.
HOT-SPOT, stick type press cleaner, Dello Products Co.
HOTT PATCH, heat-setting high-temperature cement, Ramtite Co.
HOWELL, sump pumps, oil burners, Kol-Master Corp.
HOYT, tumblers, Hoyt Mfg. Corp.
HUB, laundry marking tags, Boston Clip & Tag Co.
HUBER, overfeed stokers, Flynn & Emrich Co.
HUBINGER COMPOUND, corn starch, Hubinger Co.
HUEBSCH, tumblers, Huebsch Mfg. Co., Div. American Laundry Machinery Co.
HUMIDIGRAPH, direct-reading humidity recorder, Bristol Co.
HUNGERFORD, filters, Hungerford & Terry, Inc.
HV-2, air vacuum system, U. S. Hoffman Machinery Corp.
HYAL, builders, George Stearns Chemical & Mfg. Co.
HYDRAMITE, pumps, American Engineering Co.
HYDRAMIX, drycleaning soap, emulsifier, Edelmuth Mfg. Chemists
HYDRASOL, wetcleaning Celanese soap, Keystone Aniline & Chemical Co., Inc.
HYDRAULIC HANDLIFT and FOOTLIFT, trucks, Lewis-Shepard Products, Inc.
HYDRAXTOR, extractor, Hydraxtor Company, Div. Zephyr Laundry Machinery Co.
HYDRAZENE, rust remover, National Cleaners Chemical Mfg. Co.
HYDROPEL, naphtha-soluble waterproofing, National Cleaners Chemical Mfg. Co.
HYDRO-AIR, drycleaning press, Pantex Mfg. Co.
HYDROBREAK, laundry chemical, Diamond Alkali Co.
HYDRO CLARO, bleach, Lewis National Corp.
HYDROL, drycleaning detergent, Riverside Mfg. Co.
HYDROLATE, laundry chemical, Diamond Alkali Co.
HYDROLINE, booster and large condensate return, Peerless Pump Div., Food Machinery & Chemical Corp.
HYDROPEL GB, water repellent, National Cleaners Chemical Mfg. Co.
HYDROSITE, reducing bleach, Nu-Pro Mfg. Co.
HYDROSORB, solvent purifier, Stamford Chemical Co.
HYFLO SUPER-CEL, filter powder, Johns-Manville
HYFOAM, detergents, George Stearns Chemical & Mfg. Co.
HYGEA-PINE, pine oil disinfectant, Continental Car-Na-Var Corp.
HYGRADE, plastic buttons, Hygrade Button & Supply Co.
HY-LO, blanket washer, American Laundry Machinery Co.
HYPAC, bleach, Lewis National Corp.
HY-SET, high temperature bonding mortar, Mexico Refractories Co.
HY-SOL, soap builders, Thompson-Hayward Chemical Co.
HYSPAR, aluminum and white enamel underpaint, Midland Paint & Varnish Co.
HY-SPOT, substitute for chloroform, Slater-Robbins Co., Inc.
HYTEMPITE, high-temperature bonding mortar, Quigley Co., Inc.
HYTEXAL, built tallow soap, Allen B. Wrisley Co.
HY-V AIR JET, high-velocity concentrated cooling fan, DeBothezat Fans Div., American Machine & Metals, Inc.
HYWHITE, blue, Speare Co.
HY-WITE, laundry soap, H. Kohnstamm & Co., Inc.

I

I.D.N., iodine stain remover, Package Chemical Co., Inc.
IMO, rotary pump, De Laval Steam Turbine Co.
I-R, liquid spotter for ink stain removal, Caled Products Co., Inc.
I-R-C, lightweight insulating refractory castable and concrete, Mexico Refractories Co.
I.S., press clamp, slip chain, racks, Ink-O Products Co.
IXL, laundry soaps, Fry Bros. Co.
IDEAL, filter paste soap, National Cleaners Chemical Mfg. Co.
IDEAL, grease cups, Lunkenheimer Co.
IDEALITE, non-glare neon-type light, Ideal Lighting Co., Inc.
IDEAL STYLE A, laundry washer, American Laundry Machinery Co.
IGEPALS, synthetic detergents, General Dyestuff Corp.
IGEPONS, synthetic detergents, General Dyestuff Corp.
ILG, centrifugal and propeller fans, unit heaters, Ilg Electric Ventilating Co.
IMCO, drycleaning presses, press head cleaners, puffers, spotting boards and tables, valves, Intercontinental Mfg. Co., Inc.
IMPACTOR, valve handwheels, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
IMPERIAL, asbestos pipe covering and blocks, Ruberoid Co.
IMPERIAL, chest-type ironer, Imperial Laundry Machinery Co.
IMPERIAL, synthetic drycleaning unit, Prosperity Co., Inc.
IMPREGNOLE, water repellent, Warwick Chemical Co.
INCO, metal castings, fittings, tubings, nickel alloy fittings, castings, etc., International Nickel Co., Inc.
INCONEL, alloy of nickel and chromium, International Nickel Co., Inc.
INDEL-O-MARK, indelible automatic marking pen, Mark-O Corp.
INDIAN, laundry soap, North Coast Chemical & Soap Works
INDIVIDUAL PROCESS, ironer, Prosperity Co., Inc.
INDIVIDUAL PRODUCTION, washer, Prosperity Co., Inc.
INDUSTRIALITE, laundry soap, New South Mfg. Co., Inc.
INDUSTRIAL, fabric conditioner for wetcleaned garments, Namco Chemical Corp.
INDUSTRIAL, neutral soap chips and powder, Armour & Co.
INEX, laundry rinsing aid, H. Kohnstamm & Co., Inc.
INGERSOLL-RAND, compressors, blowers, pumps, Ingersoll-Rand Co.
INGRAIN, laundry starch, Industrial Grain Products, Ltd.
INKEX, writing ink remover, Patek & Co.
INK-GO, liquid oxidizing agent, A. L. Wilson Chemical Co.
INK-O, spotting aid, Ink-O Products Co.
INK-TWINS, wet or dry side spotters, Rusco Chemicals
INNER-PACK, steel split repair sleeves, Dresser Mfg. Div., Dresser Industries, Inc.
INSTANT, moth killer, Berlou Mfg. Co.
INSTITUTIONAL, fabric preservative, conditioner, Namco Chemical Corp.
INSTITUTIONAL, starch, A. E. Staley Mfg. Co.
INSTNAT, tannin stain remover, Rusco Chemicals

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

INSULAG, plastic refractory lagging and finishing material for high-temperature equipment, Quigley Co., Inc.
INSULBRIX, insulating firebrick, Quigley Co., Inc.
INSULCRETE, refractory material, Quigley Co., Inc.
INTERCHANGEABLE ASSEMBLY, F. W. I. assemblies of various types guaranteed for two years, Gibraltar Fabrics, Inc.
INTERNATIONAL, chemical mixing machinery, tanks, International Engineering, Inc.
INTERNATIONAL, garment bags, International Paper Co.
INTERNATIONAL, trucks, diesel and gasoline engines, International Harvester Co.
INVADER, pumps, Schirmer-Dornbirer Pump Co.
INVERCARB, zeolite, Hungerford & Terry, Inc.
INVERSAND, water-softening minerals, water softeners, Hungerford & Terry, Inc.
INVINCIBLE, industrial vacuum cleaners, Invincible Vacuum Cleaner Mfg. Co.
IN-WEAVING, reweaving, In-Weaving Co. of America
IODASE, iodine stain remover, Greenville Chemical Co.
IONETTE, wet spotter and penetrant, Krasan Products, Inc.
IPCO, safety equipment, Industrial Products Co.
IRI-ZON, germicidal sour, Speedlite Chemicals Co., Div. Patek & Co.
IRON CITY, duck cover, Pittsburgh Waterproof Co.
IRON FIREMAN, stokers, gas and oil burners, Iron Fireman Mfg. Co.
IRONOIL, ironing surface lubricant, Patek & Co.
IRON OILITE, machine parts lubricating bearings, Amplex Div., Chrysler Corp.
IROQUOIS, safety pins, Risdon Mfg. Co.
IROQUOIS, soap, Lewis National Corp.
ITSTIX, gummed tape, Nashua Corp., Sure-Hold Div.

J

J.F.S., variable speed reducers, Stephens-Adamson Mfg. Co.
J-M, packings, gaskets, Johns-Manville
JACOBSON, wholesale garment dyer, flameproofing, Lawrence Jacobson Dye Works, Inc.
JANET, necktie presses, glove forms, Henrici Laundry Machinery Co.
JAY BEE, super-duty firebrick, Mexico Refractories Co.
JAY-DEE, fur stretcher, fur and leather softener, mothproofing liquid, Jay-Dee, Inc., Mfg. Chemists
JEFFERSON ISLAND, salt, Jefferson Island Salt Co., Inc.
JEFFERSON THOROBRED, wood and metal laundry and drycleaning washers, Laundry Machinery Div., Jefferson Wood Working Co.
JET FIRE (Hammond) gas laundry tumbler, Hammond Laundry-Cleaning Machinery Co.
JET SELFEED, dispenser for filter powder and activated carbon, Infilco, Inc.
JETVERTIZER, wrapping paper printer and dispenser, J. J. Connolly, Inc.
JETVEYOR, steam jet ash conveyor, Brady Conveyors Corp.
JIFFY, cuff and pocket brusher, bagging devices, bag racks, Medalie Mfg. Co.
JIFFY, puff irons, Columbia Laundry Machinery Co.
JIFFY, sock turner, Time Savers, Inc.
JIFFY SORTERS, sorting hooks with clip attached, Frank B. Smith Co.
JIFFY-STICK, ink remover, National Cleaners Chemical Mfg. Co.
JIFFY STRETCHER, drapery finisher, Kleen Hamper, Inc.
JOHNSON, flexible metal hose, Johnson Metal Hose, Inc.
JOHNSON, ironer oil, liquid stripper, Johnson Chemical Industries, Inc.
JOHNSON, rotary pressure joints, steam water heater, compressed-air separators, compressed-air aftercoolers, high-temperature boiler feed system, solenoid valves, automatic boiler water controls, Johnson Corp.
JOHNSTON, steam boilers, Johnston Bros., Inc.
JOINT-SEAL, anti-seize, joint seal and clean-out plug compound, Armite Laboratories
JOMAC, scorch-resistant fabric, Jomac, Inc.
JUMBO, metallic wool padding, International Steel Wool Corp.
JUMBO, net pins, Risdon Mfg. Co.
JUNIOR, extractor, Fletcher Works, Inc.
JUNIOR CASCADE, laundry washer, American Laundry Machinery Co.
JUNIOR CHALLENGER, washer, Miller Laundry Machinery Co.
JUNIORETTE LAUNDRY, small laundry unit, American Laundry Machinery Co.
JUNIOR KING, net pins, Keyes-Davis Co.

K

K & B, barrels, bins, boxes, buckets, cabinets, chutes, cylinders, guards, stocks, tanks and ventilating systems, Kirk & Blum Mfg. Co.
K.B., soap powder, sour, Kliegman Bros., Inc.
KCX, 4% single bath charge detergent, Keystone Aniline & Chemical Co.
KC4X, 1% single bath charge detergent, Keystone Aniline & Chemical Co.
K-D, nets, marking pins, Keyes-Davis Co.
K.O.P., coco-potash soap, Armour & Co.
K & T, valves, Klipfel Mfg. Co.
K-V, heavy fluid lubricant, Keystone Lubricating Co.
KALITE, calcium carbonate, Diamond Alkali Co.
KANE, gar-fired steam boilers, Mears-Kane-Ofeldt, Inc.
KAN KIL, insecticide, Colgate-Palmolive Co.
KANTARK, non-renewable fuses, Trico Fuse Mfg. Co.
KANT FALL, spur rolls to attach to rug beater, Moore's Time-Saving Equipment, Inc.
KARAGAMI, powdered wax, refined wax, Concord Chemical Co., Inc.
KAR BAR, adjustable car rack, Keyes-Davis Co.
KARDEX, visible records files, Remington Rand Inc.
KARGO-KING, aluminum-alloy van panel truck bodies, J. B. E. Olson Corp.
KARPET-KARE, carpet cleaner, Bigelow-Sanford Carpet Co.
KATOLIGHT, generators, light plants, Kato Engineering Co.
KAY-BEE, cover cloth, Kliegman Bros., Inc.
K-B1, break alkali, Laundry Chemicals Co.
K-BRITE, drycleaning soap, H. Krevit & Co., Inc.
KECKLEY, steam and liquid control equipment, O. C. Keckley Co.
KEE, zippers and slide fasteners, Kee Zipper Corp.
KEEDOL, drycleaning filter soap with antiseptic and mothproofing, A. F. Wolke Co.
KEELER CP, boilers, E. Keeler Co.
KEEN AIR DISHNER, odor absorbent, diaper can deodorant, fumigant, Keystone Chemical Co.
KEE-STAR, corn starch, Keever Starch Co.
KEEVER, rug and carpet size, Keever Starch Co.
KEEVER CLEANER, cleaner for metal sleeve form and press, Keever Starch Co.
KEKO, moth-repellent garment storage bags, Kennedy Car Liner & Bag Co., Inc.
KELCO, cutting oil, Keystone Lubricating Co.
KELLEY, heat reclaimers, hot-water heaters, storage heaters, Patterson-Kelley Co., Inc.
KELLOGG-AMERICAN, air compressors, paint spray equipment, American Brake Shoe Co., Kellogg Div.
KELMAKER, pressure filters, vacuum traps, sight-glass assemblies, Kelmaker Mfg. Co.
KELSO BLANKET FLUFFER, blanket carding machine, G. A. Braun, Inc.
KEM PEO, cover cloths, Whitehouse Nylon Products
KEN DIZ, synthetic drycleaning machine, John W. Young
KENITE, diatomaceous earth filter powder, Kenite Corp.
KENNEDY, paper bags, Kennedy Car Liner & Bag Co., Inc.
KENNEY, water softeners, filters, zeolite, Kenney Softener & Filter Co.
KENOO, powder synthetic wetcleaning detergent and water softener, Keystone Chemical Co.
KENT, industrial vacuum cleaners, floor machines, Kent Co., Inc.
KENTUCKY, trucks, dollies, boxes, Kentucky Box & Truck Co.
KERODEX, protective hand cream, Ayerst, McKenna & Harrison
KEWANEE, heating boilers, power boilers, storage water heaters, steel tanks, water heating garbage burners, Kewanee Boiler Corp.
KEY KLEEN, liquid wetcleaning detergent and oil soap, Keystone Chemical Co.
KEY-LOK, brake blocks, Raybestos-Manhattan, Inc.
KEYLUBRIC, air tool lubricant, Keystone Lubricating Co.
KEYPROOF, combination flameproofing and mothproofing agent, Keystone Chemical Co.
KEYSO, drycleaning soap, G & G Chemical Co.
KEYSPRAY, mothproofing agent and insecticide, Keystone Chemical Co.
KEYSTONE, alkalis, Swift & Co.
KEYSTONE, extractors, Keystone Laundry Machinery Co.
KEYSTONE, hat sizing, Keystone Aniline & Chemical Co., Inc
KEYSTONE, leather soap and liquid glove soap, nail polish remover, white kid glove bleach, Keystone Aniline & Chemical Co., Inc.
KEYSTONE, steam generator, Erie City Iron Works
KEYSTONE, washable service apparel, Keystone Coat & Apron Mfg. Corp.
KEYSTONE, wax spot remover, Keystone Lubricating Co.
KEYSTONE DRI-KLEEN, spot remover, Keystone Chemical Co.
KEY-TAG, automatic mechanical identification system, Key-Tag Checking System Co.
KEY-TEX, filter soap, G & G Chemical Co.
KEYTEX, CONC, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
KEYTHOL, deodorizing machine and scent blocks, Keystone Scent Conditioner Corp.
K-5, laundry soap builder, Wyandotte Chemicals Corp.
K-555, low-temperature soap powder, Laundry Chemicals Co.
K-411, boiler stew, to remove scale deposit, National Chemical Sales Co., Laboratory, Inc.
KIDDE, fire extinguishers, Walter Kidde & Co., Inc.
KIDDYKOLOR, garment bags, Kennedy Car Liner & Bag Co., Inc.
KILLARNEY, laundry blue, Patek & Co.
KIL-ODE, deodorant, Warco Laboratories
KING-CLIP, gate valve, Lunkenheimer Co.
KIRK'S, spray guns, formers, finishers, Kirk's Leather Cleaners
KISCO, boiler room equipment, Kisco Boiler & Engineering Co.
KITAGUNI, Japan wax, Strohmeyer & Arpe Co.
KLAMP-ON, pin sets, Moore's Time-Saving Equipment, Inc.
KLEANWELL, oil soap, Minnesota Chemical Co.
KLEENAP, rug detergent, H. Kohnstamm & Co., Inc.
KLEEN-EM, slightly alkaline soap containing powder and optical bleach detergent, Bigelow Chemical Products Corp.
KLEENFLO, activated sweetener powder, L. A. Salomon & Bro.
KLEEN HAMPER, bundle depository, Kleen Hamper, Inc.
KLEANMORE CONCENTRATE, graphite treatment for boiler scale removal, Kleanmore Laboratories, Inc.
KLEEN PAK, drycleaners' bags, Diem & Wing Paper Co.
KLEEN-RITE, coconut-oil soap, National Cleaners Chemical Mfg. Co.
KLEEN SHEEN, paste rug soap, Adco, Inc.
KLEEN SUDS, soap, Lewis National Corp.
KLEERVU, safety eye guard, gauge-glass protector, Wright-Austin Co.
KLEER-WITE, no rinse detergent, Marclene Chemical Corp.
KLENEASE, liquid wetcleaning soap, Caled Products Co., Inc.
KLERA CID, laundry sour, Wyandotte Chemicals Corp.
KLEX, pumice soap, Colgate-Palmolive Co.
KLIEGBILT, alkali, break powder, Kliegman Bros., Inc.
KLIEGSPUN, nets, cover cloth, Kliegman Bros., Inc.
KLIEGWEAVE, nets, Kliegman Bros., Inc.
KLING "100", laundry and drycleaning tumblers, Kling "100" Corp.
KLIPLOK, clamps for fuse clips, test clamps, Trico Fuse Mfg. Co.
KLIP-ZIT, drier clips, Time Savers, Inc.
K-LIQUID SOAP, liquid soap, Laundry Chemicals Co.
KLIX, paint remover, Nu-Pro Mfg. Co.
KLORGENT, synthetic soap, G & G Chemical Co.
KLOR-LENE, spotting solution with chloroform action, Davies-Young Soap Co.
KLORO, liquid detergent for use with synthetic solvent units, Adco, Inc.
K-MASTER, steam traps, air filters, blowdown valves, Kaye & MacDonald, Inc.
K-MONEL, heat-treating alloy, International Nickel Co., Inc.
KM-129, odor absorber, deodorant, disinfectant, fumigant, synthetic detergent, chemical water conditioner, Keystone Chemical Co.
KNACK, heavy duty laundry builder, Speedlite Chemicals Co., Div. Patek & Co.
KNIGHT-WARE, acid-proof chemical stoneware, Maurice A. Knight
KNITTED PADDING, press pads, Knitted Padding Co.
KNOTLOCK, laundry nets, New York Net Co.
KOKO, liquid wetcleaning soap, Adco, Inc.
KOKOWET, wetcleaning soap, Stadham Co., Inc.
KOLD, sour, Minnesota Chemical Co.
KOLITE, cold-water built soap, John T. Stanley Co., Inc.
KOL MASTER, stokers, Kol-Master Corp.
KOLORTEX, industrial soap, Allen B. Wrisley Co.
KOLURGO, hot-water liquid color stripper, Washine National Sands, Inc.
KOMO, blues, ironer oil, Minnesota Chemical Co.
KOMONOL, organic detergent, Minnesota Chemical Co.
K-121-B, break powder, Laundry Chemicals Co.
K-122, soap builder, Laundry Chemicals Co.
KON-NEC-TOR, mercury switch, General Electric Co.
KORDITE, transparent, reusable, plastic mothproof storage bags, Kordite Corp.
KORO, filter detergent, Nu-Pro Mfg. Co.
KOROLA, French-cuff fastener, Boston Clip & Tag Co.
KOSMETEX, spotter for cosmetic stains and liquors, Patek & Co.
KOYLON, foam pressing pads, U. S. Rubber Co., Koylon Div.
KRAN-MER, dyeing, Kran-Mer Corp.
KRASAN CLEAR CHARGE, charged system drycleaning detergent, Krasan Products, Inc.
KREX, hand cream for relieving burns, cuts, etc. Caled Products Co., Inc.
KROMOAK, leather and waterproof leather belting, Charlotte Leather Belting Co.
KROMOTAN, leather and waterproof leather belting, Charlotte Leather Belting Co.
K-SOLVENT, detergent for industrial wetwash, Laundry Chemicals Co.
K-333, built soap powder, Laundry Chemicals Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

KUFTACKER, stapler for trouser cuffs, Bostitch, Inc.
KUNKLE, safety and relief valves, Kunkle Valve Co.
KURB-SIDE, motor truck bodies, J. B. E. Olson Corp.
KWICK, fluorescent bleach, Eaton Chemical & Dyestuff Co.
KWIK CHANGE, cover and iron springs, Time Savers, Inc.
KWIK-KLIP, skirt and pants clip, Commercial Tag Co.
KWIK-KOVERS, garment hanger shield, Kwik-Kover Sales Co.
KWIK ON, rug stretching bars, Moore's Time-Saving Equipment, Inc.
KWIK-SET, bag and net holders, Time Savers, Inc.
KWIK SET, washing-machine timer, H. C. Thompson Clock Co.
KWIK-TAG, paper and cloth marking tags, Kwik-Kover Sales Co.
KWIK TWISTS, hanger combiners, Commercial Tag Co.
KWK VOLCLAY, bentonite clay, American Colloid Co.
KYRO EO, synthetic detergent, Procter & Gamble Distributing Co.

L

L. M. C., pumps, Lubbock Machine Co., Inc.
L-N, sour, tags, Lewis National Corp.
L-S, leather-suede cleaning soap, Caled Products Co., Inc.
L.S.R., lipstick remover, West Side Corp.
LACLEDE, grates, stokers, Laclede Stoker Co.
LACQUERSOL, spotting agent, Nu-Pro Mfg. Co.
LA FRANCE, fire extinguishers, American-La France-Foamite Corp.
LAIDLAW, hangers, W. A. Laidlaw Wire Co.
LAM-TEX, sponge press pads, rubber floor mats, Pittsburgh Tag Co.
LANE, baskets, trucks, hampers, W. T. Lane & Bros., Inc.
LANICO, wetcleaning soap, Dello Products Co.
LANI-TEX, press pads, floor mats, Pittsburgh Tag Co.
LAPELETTES, lapel protectors, M. H. Gronauer Co.
LAQUERSOL, lipstick and nail polish remover, Nu-Pro Mfg. Co.
LARTON, assembly hooks, sorters, Larton Products Co., Inc.
LASCO, liquid coconut oil, soap builder, Los Angeles Soap Co.
LATCO, boilers, P. M. Lattner Mfg. Co.
LATHEM, time recorders, watchmen's clocks, Lathem Time Recorder Co.
LATHERINE, rug shampoo, Continental Car-Na-Var Corp.
LATTNER, boiler feed pumps and return systems, P. M. Lattner Mfg. Co.
LAUNDERLOC, recording washwheel thermometer, water level recorder, Foxboro Co.
LAUNDERLUXE, high phosphate laundry soap, New South Mfg. Co., Inc.
LAUNDR-EEZ, synthetic detergent, Thompson Chemical Co.
LAUNDRITE, starch, Clinton Foods
LAUNDRITE, washers and extractors, Troy Laundry Machinery Div., American Machine & Metals, Inc.
LAUNDRO-PAD, pre-cut pad for laundry presses, Arrow Mfg. Co.
LAUNDRY COMPOUND, soap builder, Solvay Sales Div., Allied Chemical & Dye Corp.
LAUNDRY SODA, special cleaner, Solvay Process Div., Allied Chemical & Dye Corp.
LAUNDRY SOUR, acid material for neutralizing, Turco Products, Inc.
LAUNETTE, built soap, Procter & Gamble Distributing Co.
LAUNSO, medium pH built soap, E. F. Drew & Co., Inc.
LAVEKOL, spot washing, General Dyestuff Corp.
LAVOX, machinery enamel, Pittsburgh Plate Glass Co., Paint Div.
LAWSON, pulleys, hand trucks, wheels, casters, Menasha Wood Split Pulley Co.
LAYCO, garment hanger, Star Service Hanger Div., L. A. Young Spring & Wire Corp.
LAYNE, vertical turbine pumps, water treatment and conditioning equipment, water well supplies, Layne & Bowler, Inc.
LAYTITE, floor coating, Steelcote Mfg. Co.
LE ANN, fur repair and remodeling services, Le Ann Fine Furs
LEATHERFAST, suede leather dye, Keystone Aniline & Chemical Co., Inc.
LEATHER-LIFE, leather dressing, Nycco Products Co.
LEATHER-LUSTRE, smooth-leather colors, Keystone Aniline & Chemical Co., Inc.
LEATHER SOAP, leather cleaning and glove soap, Spix Products Co.
LECTRICK-ICE, water cooler, Uniflow Mfg. Co.
LED-PLATE, thread and gasket paste, Armite Laboratories
LEEBAW, counter conveyor, industrial trucks, Leebaw Mfg. Co.
LEEF, flexible forms, Leef Bros., Inc.
LEFFEL, automatic underfeed stokers, steam boilers, James Leffel & Co.
LENACO, baskets, bleaches, blues, ink, ironer oil, pads, flannels, press covers, cement, Lewis National Corp.
LENACO NO-SAG, tumbler pads, Lewis National Corp.
LENASOL, disinfectant, Lewis National Corp.
LEPRECHAUN MIST, suede dressing, Leprechaun, Inc.
LESLIE, controls and regulators, pumps, valves, Leslie Co.
LESO, leather soap, Nu-Pro Mfg. Co.
LESTOIL, liquid synthetic detergent, Adell Chemical Co.
LETHOL MOTH FUMIGANT, insecticide, Mortemoth Chemical Laboratories
LEVELENE, textile dyeing assistants, American Aniline Products, Inc.
LEVELENE FGD, color-setting liquid, American Aniline Products, Inc.
LEVELOL, stripper, Eaton Chemical & Dyestuff Co.
LEVELON, blue, H. Kohnstamm & Co., Inc.
LEVELON, moisture leveler and neutral spotting base, National Cleaners Chemical Mfg. Co.
LEVER FORMULA 770, 777, 880, all-purpose granules, mild flakes, heavy detergents, Lever Brothers Co.
LEVER SOAP, high-titer chips, granules, Lever Brothers Co.
LEWIS, baskets, trucks, G. B. Lewis Co.
LEWIS, rug binding machines, Lewis Invisible Stitch Machine Co.
LEXARD, milled toilet soap, Swift & Co.
L-4008, laundry starch, Clinton Foods Inc.
LIBERTY, fiber tag material, marking tags, Liberty Marking Tag, Inc.
LIFE FOR FABRICS, water repellent and fabric conditioner, Franklin Research Co.
LIFETIME LINEN TAPE, mending tape, Hughes Co.
LIFETIME MOTHPROOFING, moth repellent, Sibur Mothproof Co.
LIFE-TUBE, ball-bearing pillow blocks and flange units, T. B. Wood's Sons Co.
LIFT, promoted synthetic detergent, Lustrol Drycleaning Products, Div. Patek & Co.
LIFTVEYOR, inclined belt conveyor, Mechanical Handling Systems, Inc.
LIGHTER METHOD, laundry packages, Sutherland Paper Co.
LIGHTNING BLEACH, fast acting wool bleach, Lustrol Drycleaning Products, Div. Patek & Co.
LIGHTNING, drycleaning, fur and upholstery cleaning compounds, Mortemoth Chemical Laboratories
LIGHTNING, water-repellent dip tank, Hopkins Equipment Co.
LIME-SOLV, calcium solvent, H. Kohnstamm & Co., Inc.
LINCOLN, rug and carpet redyeing, Lincoln-Hudson Rug Dyers, Inc.
LINEN, laundry sour, Keever Starch Co.
LINK-BELT, chains, conveyors, power transmission machinery, Link-Belt Co.
LINN, special bodies, delivery trucks, Linn Coach & Truck Div., Great American Industries, inc.
LINOL, disinfectant, Lincoln Research, Inc.
LION-BILT, work uniforms, Lion Uniform Co.
LIP-I-CATER, lipstick and lacquer remover, W. F. Johnson Products Co.
LIPOFF, cleaning compounds, Mortemoth Chemical Laboratories
LIPSTICK-MUV, lipstick remover, Package Chemical Co., Inc.
LIQUA-BREAK, washroom detergent, Davies-Young Soap Co.
LIQUA-PEL, weatherproof, Edelmuth Mfg. Chemists
LIQUID BLUE "G," blue, Diamond Alkali Co.
LIQUID BLUE, H. Kohnstamm & Co., Inc.
LIQUID BLUE "R", blue, Diamond Alkali Co.
LIQUID DRICLENE, drycleaning detergent, Amour & Co.
LIQUID MILEAGE, laundry blue, Keever Starch Co.
LIQUID MORTEMOTH, insecticide, Mortemoth Chemical Laboratories
LIQUIVATOR, condensate return system, Morehead Mfg. Co.
LIQUOR CHLOROXYLENOLIS, disinfectant, Lincoln Research, Inc.
LISTMAKER, listing machines, National Marking Machine Co.
LITTLE CHIEF, pumps, Fairbanks Morse & Co.
LITTLE GIANT, water spray gun, Stebbins Mfg. & Supply Co.
LITTLE JOE, adjustable garment hanger, Keyes-Davis Co.
LITTLE SCOTCHMAN, Scotch marine boilers, U. S. Hoffman Machinery Corp.
LITTLE WARRIOR, metal washer, Illinois Laundry Machinery Mfg. Co.
LITTLE WONDER, electric whiskbrush machine, American Pressboard Co., Inc.
LIVE OAK, leather transmission belting, Eagle Belting & Leather Co.
LIXATE, rock-salt dissolver, International Salt Co., Inc.
L. N. 4, spotter and stripper, Lewis National Corp.
LOCK END, trouser guards, necktie forms, Paulin Products Co.
LO-DOOR MAMMOTH CASCADE, laundry washer, American Laundry Machinery Co.
LOEBL, garment, rug redyeing, Loebl Dye Works, Inc.
LOGIK, soap builder, Minnesota Chemical Co.
LO-HED, hoists, car pullers, American Engineering Co.
LOK-TITE, marking tags, Liberty Marking Tag Co., Inc.
LO-MAINTENANCE, electric motors, Allis-Chalmers Mfg. Co.
LONGBOY, laundry net, Carson Textile Co., Inc.
LONGLIFE, ironer aprons, ironer ribbons, Tingue, Brown, & Co.
LOOKOUT, boilers, Lookout Boiler & Mfg. Co.
LO-SET, high temperature mortar, Mexico Refractories Co.
LOSET, stokers, Canton Stoker Corp.
LOSTOKER, boiler stoker, Detroit Stoker Co.
LOT SYSTEM TAG-O-MATIC, marking machine for lot system identification, Textile Marking Machine Co., Inc.
LOUDEN, conveyors, cranes, hoists, Louden Machinery Co.
LOW FOAM, low foam detergent, Colgate-Palmolive Co.
LOX-IN, collar supports, Time Savers, Inc.
LOYAL, automatic starcher, Armstrong Machinery Co.
LOYAL, pressing machines, vacuum systems, starching machines, Loyal Textile Machinery Corp.
LT 60, built red oil soap, Allen B. Wrisley Co.
LUBEFLEX, starch aid lubricant, Hood Chemical Co., Inc., Crescent Div.
LUB-N-WAX, wax, Speare Co.
LUBRI-KLEEN, lubricating agent for ironers and presses, Paper Chemicals Co.
LUNKENHEIMER, valves, boiler mounts, lubricators, grease cups, gauges, etc., Lunkenheimer Co.
LUSTERETTE, portable fur ironing and glazing machine, Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.
LUSTER-ON, fur glaze, Nycco Products Co.
LUSTER-PLATE, press plate for silks, Bishop David Freeman Co.
LUSTERSUDS, soap, H. Kohnstamm & Co., Inc.
LUSTERWAY, drycleaning system for franchise basis, McCleary Associates, Inc., and/or Root & Co.
LUSTERWAY COMPOUND, fur cleaning sawdust, Root & Co.
LUSTERWAY FORMULA, fur conditioner and glaze, Root & Co.
LUSTERWAY SOLVENT, fur cleaning solvent, Root & Co.
LUSTRALL, liquid synthetic cleaner, National Cleaners Chemical Mfg. Co.
LUSTRE SEAL, floor sealing and repair material, Keystone Chemical Co.
LUSTRO-KLEEN, liquid wetcleaning soap, Slater-Robbins Co., Inc.
LUXOL, starch lubricant, E. F. Drew & Co., Inc.
LUXOR PLASTIC, transparent garment bags, Rassentoss Bag Co., Inc.

Mc

McDONNELL, boiler water level control, McDonnell & Miller, Inc.
McDONNELL & MILLER, water controls, McDonnell & Miller, Inc.
McELMOYL, canvas baskets, canvas shipping hampers, canvas basket trucks, M. J. McElmoyl Co.
McKEE-ECLIPSE, blowers, boiler feed and return systems, gas burners, controls, Eclipse Fuel Engineering Co.

M

MIF, pipe fittings, Malleable Iron Fittings Co.
M-K-O, automatic boiler feed systems, Mears-Kane-Ofeldt, Inc.
M. L. B., waterproof cemented leather belting and dressing, Milwaukee Leather Belting Co.
M&M, boilers, level controls, McDonnell & Miller, Inc.
M & M, break booster, M & M Chemical Co.
M. S. A., first-aid equipment, safety equipment, salt tablets and dispensers, Mine Safety Appliance Co.
MACHETA AIRFOIL, industrial ventilating fans, Aerovent Fan Co.
MAFORCO, fur storage equipment, racks, Market Forge Co.
MAGIC, double collar support, J. W. Steele & Co.
MAGIC, rug measuring table, Moore's Time-Saving Equipment, Inc.
MAGIC CORNER, boxes, Sutherland Paper Co.
MAGIC INKSTICK, ink eradicator, Nu-Pro Mfg. Co.
MAGIC-SEAL, shirt bands, Century Paper Products
MAGLA SILVER, cover cloth, Magla Products
MAGLINER, package, garment, hand and platform trucks, dockboards, roller conveyors and barrel skids, Magline, Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

MAGNESOL, adsorptive filter powder, Westvaco Chlor-Alkali Div., Food Machinery & Chemical Corp.
MAGNETROL, liquid level controllers, Fred H. Schaub Engineering Co., Inc.
MAGNETTE, circuit breakers, Heinemann Electric Co.
MAGNISET, a type of free vane air-operated controller, Bristol Co.
MAJESTIC, steel steam boilers, Ames Iron Works
MAJOR, lubricators, Lunkenheimer Co.
MAJOR, nylon net, Gibraltar Fabrics, Inc.
MAMMOTH CASCADE, laundry washer, American Laundry Machinery Co.
MANHATTAN, belt hose, tank lining, Raybestos-Manhattan, Inc.
MANISOLV, prespotter, Merson Products Co.
MANITOWOC, drycleaning systems, filters, Manitowoc Engineering Corp.
MANITOWOC-OLSON, tubular filter, Manitowoc Engineering Corp.
MARATHON, ironer tape and feed ribbons, asbestos ironer covers and pads, black nylon cloth, Benwall Mfg. Co., Inc.
MARCLENE, charge detergent, penetrant wet prespotter, Marclene Products Corp.
MARCO, hot-water heaters, storage heaters, feedwater heaters, oil separators, Marshall Heater Co.
MARCO, racks, lighting fixtures, Cleaners Sales & Equipment Corp.
MARINE, grease cups, Lunkenheimer Co.
MARIONETTE, shirt bands, Marion Mfg. Co.
MARKMASTER, marking machine, National Marking Machine Co.
MARKOGRAPH, marking machines, marking ink, George Steigler Co.
MARK-O-INK, indelible marking ink, Mark-O Corp.
MARK-O-PEN, indelible marking pen, Mark-O Corp.
MARK RITE, tags, Lewis National Corp.
MARKRITE, laundry marking ink, Patek & Co.
MARLEX, corrosion inhibitor, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
MARLOW, filter, oil, solvent and water pumps, Marlow Pumps
MAR-MAK, rug drycleaning machine, Mar-Mak Machinery Mfg. Co.
MARMON-HERRINGTON, all wheel drive truck, Marmon-Herrington Co., Inc.
MAROSAL, rinsing aid, Minnesota Chemical Co., Inc.
MARPEL, water repellent, Marclene Products Corp.
MARSH, valves, Jas. P. Marsh Corp.
MARSHALL'S, spotters, Marshall Co.
MARTEX, non-slip composition flooring, treads, American Abrasive Metals Co.
MARTIN, drycleaning and finishing equipment, Martin Equipment Co., Div. American Laundry Machinery Co.
MARTINIZING, drycleaning system, Martin Equipment Co., Div. American Laundry Machinery Co.
MARTIN KOLORCARDS, direct-mail customer-control system, Reba Martin, Inc.
MARVA, scrubbing soap, Marvella Corp.
MARVEL, cotton padding, canvas cement, Pittsburgh Waterproof Co.
MARVEL, ink remover, Keystone Aniline & Chemical Co., Inc.
MARVEL, laundry, drycleaning equipment, Marvel Mfg. Co.
MARVELLA, rubber enamel, rubber glass and rubber enamel floor resurfacing materials; rubber glass and rubber paint, rug shampoo, wax and oil remover, upholstery shampoo, Marvella Corp.
MARVELO, built soap powder, West Side Corp.
MARVESO, drycleaning soap, Nu-Pro Mfg. Co.
MASONEILAN, steam plant equipment, Mason-Neilan Regulator Co.
MASS PRODUCTION CURTAIN DRYER, 3-way curtain drier, National Dryer Mfg. Co.
MASTER, drying tumblers, Hammond Laundry-Cleaning Machinery Co.
MASTER, glove cleaning soap, Keystone Aniline & Chemical Co., Inc.
MASTER, lint brush, Master Products Co.
MASTER, nylon nets, X. S. Smith, Inc.
MASTER, presses, laundry and drycleaning equipment, Master Machinery Co.
MASTER, sleever, folder, Forse Equipment Corp.
MASTER, soaps, Lasco Supply Co.
MASTER, solvent recovery units (muck), Master Mfg. Corp.
MASTER, valves, Chace Valve Div., American Laundry Machinery Co.
MASTER, work garments, Geo. Master Div.
MASTER-BILT, solvent cooler, Master-Bilt Refrigeration Mfg. Co.
MASTER BRAND, hatters' equipment, supplies Maxant Button & Supply Co.
MASTER CASCADE, laundry washer, American Laundry Machinery Co.
MASTER CHALLENGER, washer, Miller Laundry Machinery Co.
MASTER CONTROL UNIT, steam system, Velocity Steam Production Engineering, Inc.
MASTER DRY CLEANSER, paste drycleaning soap, Keystone Aniline & Chemical Co., Inc.
MASTER KING, net pins, Keyes-Davis Co.
MASTERMATIC, washer control, American Laundry Machinery Co.
MASTER PLATE, floor resurfacing concrete, Master Builders Co.
MASTER QUICK, floor patching concrete, Master Builders Co.
MASTER SEAL, self-seal shirt bands, Package Masters, Inc.
MASTER SELF-SEAL, shirt bands for advertising messages, Package Masters, Inc.
MATCHLESS, flatwork ironers, Prosperity Co., Inc.
MATCHLESS, monorail trolley, Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp
MATEER, extractors, Western Laundry Machinery Co.
MAXANT MASTER, pleating machine, Maxant Button & Supply Co.
MAXINE, milled toilet soap, Swift & Co.
MECLASOL, washroom detergent, Carlton Chemical Co., Inc.
MECOLOID, colloidal clay compound, H. Kohnstamm & Co., Inc.
MEHL, transparent bags, Mehl Mfg. Co.
MEMO TAGS, pre-printed instruction tag, Larton Products Co., Inc.
MENDEX, tabs and tapes for repairing marking, Mendex Corp.
MEND-MASTER, machines for applying tapes or tabs, Mendex Corp.
MENTOR BEADS, synthetic detergent, Colgate-Palmolive Co.
MERASOL, colorless drycleaning detergent, R. R. Street & Co., Inc.
MERCURY, cleaning systems, filters, stills, tumblers, Mercury Cleaning Systems, Inc.
MERCURY, presses, Troy Laundry Machinery Div., American Machine & Metals, Inc.
MERMAID, break powder, Los Angeles Soap Co.
MERRY GO ROUND, shirt sorting bin, Time Savers, Inc.
MERSON, soaps, strippers, Merson Products Co.
MERTEX, drycleaning soap, Merson Products Co.
METALATE, laundry chemical, Diamond Alkali Co.
METASILICATE, detergent, Diamond Alkali Co.
METEOR, electric hoist, Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp.
METLA-COTA, boiler water treatment, State Mfg. Co., Inc.
METRO, delivery truck bodies for light, bulky loads, Metropolitan Body Co., Inc.
METSO, detergents, Philadelphia Quartz Co.
METSO 88, rug cleaner, Philadelphia Quartz Co.
METSO 55, silicate-type cleaner, Philadelphia Quartz Co.
METSO ANHYDROUS, anhydrous sodium metasilicate, Philadelphia Quartz Co.
METSO GRANULAR, sodium metasilicate, Philadelphia Quartz Co.
METSO 99, sodium sesquisilicate, Philadelphia Quartz Co.
METSO 200, sodium orthosilicate, Philadelphia Quartz Co.
MEXICAST, plastic refractory concrete, Mexico Refractories Co.
MEX-LOX, jointing material, Mexico Refractories Co.
M-5, insulating firebrick, Mexico Refractories Co.
M-50, M500, drycleaning washers, Western Laundry Machinery Co.
MICROMET, rust and corrosion preventative, Calgon, Inc.
MIDCO, flameproofing agent, Merson Products Co.
MIDGET, continuous towel cabinet, Steiner Sales Co.
MIDGET, controls, Morehead Mfg. Co.
MIDGET, static eliminator for industrial machinery, Simco Co.
MIDGET KING, marking pins, Keyes-Davis Co.
MIDGET-MATIC, laundry washers, Hammond Laundry-Cleaning Machinery Co.
MIDGET PERFECTION MARKER, marking machine, Perfection Marking Machine Co.
MIDOFORM, all-around spotter, Merson Products Co.
MIDWEST, stainless steel washer, vacuum traps, drying cabinets, Midwest Laundry & Cleaning Machinery Co.
MIL-CIDE, mildew preventative, Speare Co.
MILCO, colorback (for restoring color to faded fabrics), shampoo, A. O. Miller & Co.
MILDEW-CHEK, mildew preventative, Chek Products, Inc.
MILDEX, mildewicide, Patek & Co.
MILDUSIZE, drycleaning mildew preventative, Cidex Corp.
MILLER, laundry washers, Miller Laundry Machinery Co.
MILLICAL, calcium carbonate, Diamond Alkali Co.
MILLSPRAY, insecticide, Keystone Chemical Co.
MILNOR, laundry, drycleaning extractors, washers, Pellerin Milnor Corp.
MILNORETTE, miniature domestic type washer, Pellerin Milnor Corp.
MILTROL, automatic washer control, Pellerin Milnor Corp.
MINCO, sours, Minnesota Chemical Co.
MINIATURE SLEEVERS, sleeve formers, Wichita Precision Tool Co., Inc.
MINI-LINE, pneumatic indicators and controls, Bailey Meter Co.
MINUTE MAN, extractor, presses, Troy Laundry Machinery Div., American Machine & Metals, Inc.
MINUTE MAN, JR., tumblers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
MIRACLE MONIX, rug cleaning compound, mothproofing agent, Monix Co.
MIRO SPRA, Nu-Pro Mfg. Co.
MIRZA, rug cleaning system and machine, rug duster, rug dryroom conveyor, rug drying unit, rug wringer, American Laundry Machinery Co.
MISSION BELL, toilet soap, Los Angeles Soap Co.
MIST, steam spotter, Pennsylvania Salt Mfg. Co.
MITCO, drycleaning washer, tumblers, J. B. Mitchell Co.
MIXST MASTER, moisture dispersing agent, Ellenbogen & Shannon, Inc.
MIZON, rug cleaning detergent, Fumol Corp.
MKAYO, boilers for oil firing, Mears-Kane-Ofeldt, Inc.
MOBILE HAMPER, clothes cart, R. B. Smith Co.
MOBILMARKER, storage bin, marking hopper and marking table, Bishop David Freeman Co.
MOCO, drycleaning soap, fabric deodorant, liquid wetcleaner, spotter, dye pads, Package Chemical Co., Inc.
MODINE, unit heaters, coolers, Modine Mfg. Co.
MOFLEX, tire rebuilding and repair materials, Mohawk Rubber Co.
MOGRIP, tire recapping stock, tire rebuilding materials, Mohawk Rubber Co.
MOGUM, tire recapping stock, tire rebuilding materials, Mohawk Rubber Co.
MOHAWK, padding, Egan Cotton Mills
MOHAWK, tallow soap chips and powder, Swift & Co.
MOHAWK, tire recapping stock, tire repair materials, Mohawk Rubber Co.
MOLAFORM, stain remover, Package Chemical Co., Inc.
MONAD G, neutral synthetic detergent, Colgate-Palmolive Co.
MONARCH, synthetic solvent drycleaning machine, Detrex Corp.
MONARCH, washer, American Laundry Machinery Co.
MONARCH, water pumps, chemical and mechanical water conditioners, water filters, softening and treatment equipment, zeolite, Monarch Engineering Co.
MONEL, alloy of nickel and copper, International Nickel Co.
MONELLO, Monel pads for overall presses, Resillo Co.
MONEX, extractor, American Laundry Machinery Co.
MONITE, insured mothproofing, Monite Co., Inc.
MONOBLOC, close-coupled centrifugal pumps, Worthington Pump & Machinery Corp.
MONO-CHROME, chrome base plastic refractory, Mexico Refractories Co.
MONO-FABRIK, plastic firebrick, Mexico Refractories Co.
MONOFLO, rotary cable conveyor, M-H Standard Co.
MONO-LINE, plastic firebrick, Quigley Co., Inc.
MONROE, accounting and business machines, Monroe Calculating Machine Co., Inc.
MONTPELIER, truck bodies for laundry and linen supply delivery, Montpelier Mfg. Co.
MOORE, autographic register, Moore Business Forms, Inc.
MOORE, trolley conveyor, Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp.
MOORES OCTOLENE, rug cleanser, Moore's Time-Saving Equipment, Inc.
MO-REX, dry press firebrick, Mexico Refractories Co.
MORHEAT, boiler and steam generators, Morheat Sales Co.
MORLEX, corrosion inhibitor for boiler water and steam, Carbide & Carbon Chemicals Corp, Unit of Union Carbide & Carbon Corp.
MOROCCO, rug sizings, National Starch Products, Inc.
MORRO, medium-titer soap flakes, Swift & Co.
MORSE, drum plug wrench, drum dispensing racks, bottle tippers, drum hand trucks, Morse Mfg. Co., Inc.
MOTEX, 17-inch extractor, American Laundry Machinery Co.
MOTH-ASEPTIC, mothproofing germicide, Perm-Aseptic Corp.
MOTH CHASER, mothproofing agent, Ellenbogen & Shannon, Inc.
MOTH-CHEK, mothproofing agent, Chek Products, Inc.
MOTHPROOFITE, insecticide, mothproofing concentrate, Mortemoth Chemical Laboratories
MOTH-SAN, mothproofing agent, Huntington Laboratories, Inc.
MOTH SEAL, storage bags, Lincoln Bag Co., Inc.
MOTH SECTOL, dual-action moth spray, Fumol Corp.
MOTOPUMP, water supply pump, Yeomans Bros. Co.
MOTOR PUMP, solvent and water pump, Ingersoll-Rand Co.
M. P. 189, wetting and dispersing agent, Lewis National Corp.
MRS. STEWART'S, liquid bluing, Luther Ford & Co.
M-26, M-23, and M-20, insulating firebrick, Mexico Refractories Co.
MULHOLLAND HARPER, high baked deluxe metal signs for indoor and outdoor, also plastic signs, Mulholland-Harper Co.
MULSOLITE, lubricant, spotter, penetrant, R. R. Street & Co., Inc.
MULSOL-K, overall cleaner, Laundry Chemicals Co.
MULTI-CLEAN, rug scrubbing equipment, rug and upholstery shampoo, Multi-Clean Products, Inc.
MULTI-COUNTER, counting devices, Multi-Counter Mfg. Co.
MULTI-CUSHION, felt padding, Pittsburgh Waterproof Co.
MULTIFLEX, calcium carbonate, Diamond Alkali Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

MULTIGRAPH, hand-operated duplicating machine, Addressograph-Multigraph Corp.
MULTIGRIP, floor plates, U. S. Steel Co.
MULTI-PHOS, phosphate regenerator, Speedlite Chemicals Co., Div. Patek & Co.
MULTITHERM, air-conditioning units, Clarage Fan Company
MULTI-V DRIVE, V-belt drives and sheaves, Worthington Pump & Machinery Corp.
MUND'S, inclined water tube boiler, Mund Boilers, Inc.
MURCO, unit heaters, D. J. Murray Mfg. Co.
MUROZA, feather cleaning and sterilizing systems, American Laundry Machinery Co.
MW 50, asbestos furnace cement, Philip Carey Mfg. Co.
MYCEL, drycleaning process, R. R. Street & Co., Inc.
MYRO, water softeners, Hungerford & Terry, Inc.
MYSTRON, drycleaning unit, U. S. Hoffman Machinery Corp.

N

N-C, staples, stapling machines, Neva-Clog Products, Inc.
N.C.S., drycleaning soap, National Cleaners Chemical Mfg. Co.
N-L, plastic impregnated tags, ink, Wm. J. Nicholson Laboratories
N-M-D, globe, angle, check and quick operating valves, Lunkenheimer Co.
N. P., stain remover, glove color, dry type water repellent, stripper, size, suede oil, Nu-Pro Mfg. Co.
N-R-G, enzymic digester, George E. Mead Co.
NABORETTE, small family service laundry, American Laundry Machinery Co.
NACCONOL, synthetic organic detergent, National Aniline Division, Allied Chemical & Dye Corp.
NAIROIL, small oil burners, National Airoil Burner Co., Inc.
NAJORT, laundry washers, R. Ewing & Sons, Inc.
NALCITE, resinous, ion exchangers, National Aluminate Corp.
NALCO, heating units for driers, North American Electric Lamp Co.
NALCO, water-treatment chemicals, National Aluminate Corp.
NALAX, nail polish remover, Warco Laboratories
NAMCO, boiler compound, dry and wet water repellents, fabric finishing compounds, Namco Chemical Corp.
NAPOLENE PASTE FILTER SOAP, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
NAPSEPTIC, sour, E. F. Drew & Co., Inc.
NAPSOAP 22, 60, laundry soaps, E. F. Drew & Co., Inc.
NAPSO, medium-titer powdered built soap, E. F. Drew & Co., Inc.
NAPSOID, alkali compound, special detergents, E. F. Drew & Co., Inc.
NAPSOLV, spotting agent, E. F. Drew & Co., Inc.
NAPSO 22, oil built soap, E. F. Drew & Co., Inc.
NAPSUDS, rug and carpet soap, E. F. Drew & Co., Inc.
NAPTEX, oil built soaps, E. F. Drew & Co., Inc.
NAPTHOLE, alkali compound, special detergents, E. F. Drew & Co., Inc.
NAPTHOLE, ironer oil, E. F. Drew & Co., Inc.
NAPTHOLE B, medium-high pH detergent, E. F. Drew & Co., Inc.
NAPTONE, complete laundering detergent, E. F. Drew & Co., Inc.
NAPWAX, ironer wax, E. F. Drew & Co., Inc.
NASHAWAY, self sealing paper bands, Nashua Corp., Sure-Hold Div.
NASHUA, double-face flannel, Nashua Textile Co.
NASHUA, package sealing machine, Nashua Package Sealing Co.
NATCO, instantaneous indirect-fired water heaters, National Combustion Co.
NATIONAL, boiler seam protector, National Boiler Protector Co.
NATIONAL, cash registers, accounting & adding machines, National Cash Register Co.
NATIONAL, charge soap, for charge systems, National Cleaners Chemical Mfg. Co.
NATIONAL, charge test kits for strong soap, National Cleaners Chemical Mfg. Co.
NATIONAL, driers, stretchers, drying cabinets, tumblers, National Dryer Mfg. Co.
NATIONAL, dry size, used with Stoddard solvent and perchlorethylene, National Cleaners Chemical Mfg. Co.
NATIONAL, forced air ventilating system, National System of Garage Ventilation, Inc.
NATIONAL, marking equipment, marking ink, belt conveyors, National Marking Machine Co.
NATIONAL, soot remover and rust-preventative treatment, National Chemical Sales Co., Laboratory, Inc.
NATIONAL, tape dispenser, Nashua Corp., Sure-Hold Div.
NATIONAL AIROIL, oil burners and gas burners, National Airoil Burner Co.
NATIONAL LANG, listing machines, National Marking Machine Co.
NATIONAL REWEAVING SERVICE, reweaving equipment, Wonder Weavers
NATIONAL TAYPER, sealing machine, Nashua Package Sealing Co., Inc.
NATIONAL TRUCK LEASING SYSTEM, truck leasing and rental services, National Truck Leasing System
NAT-MAR-CO, marking-machines, National Marking Machine Co.
NEBULYTE, oil-gas burner, Anthony Co.
NECCHI, sewing machines, Necchi Sewing Machine Sales Corp.
NEEDLEBOARD, wire pressboards, American Pressboard Co., Inc.
NEET, printed crush-proof shirt packaging, Market Industries Co., Inc.
NEET, shirt package, Patek & Co.
NEGASTAT, anti-static agent, Phillips & Phillips Corp.
NEM-A, shirt-folding machines, J. W. Steele & Co.
NENSOL, feeder, Infilco, Inc.
NEO-TONE, sours, Diamond Alkali Co.
NEPTUNE, leather belt cement, Graton & Knight Co.
NE-TO, starch, A. E. Staley Mfg. Co.
NEUTRACIDE, sour, Lewis National Corp.
NEUTRA-LENE, deodorant neutralizer, Davies-Young Soap Co.
NEUTRAL LUBRICANT, neutral lubricant, Lustrol Drycleaning Products, Div., Patek & Co.
NEUTRA LUSTRE, for rug cleaners, Keever Starch Co.
NEUTRA SOL, sweetening agent, Benda Products, Inc.
NEUTRASOL, synthetic detergent, Lewis National Corp.
NEUTRASUDS, flake or powder, high-titer tallow soap compound, E. F. Drew & Co., Inc.
NEUTRATEX, sour, Lewis National Corp.
NEUTRATINT, sour, Lewis National Corp.
NEUTREX, rust removing sour, Speedlite Chemicals Co., Div. Patek & Co.
NEUTRO, sour, Turco Products, Inc.
NEUTROGEN, sour, Lewis National Corp.
NEUTRONAP, sour, E. F. Drew & Co., Inc.
NEUTROPHOR, laundry neutralizer and whitener, Carlton Chemical Co., Inc.
NEUTROSOAP, neutral laundry soap, Carlton Chemical Co., Inc.
NEUTROTONE, detergent, Endriss Chemicals, Inc.
NEVA-CLOG, stapling machine, wire staples, Neva-Clog Products, Inc.
NEVA-SLIP, pants clip, Commercial Tag Co.
NEVASTANE, lubricant, Keystone Lubricating Co.
NEVER-SLIP, collar protectors, Phoenix Products Co
NEVERSLIP, tie hangers, Memphis Hanger Co. & Pittsburgh Hanger Co.
NEVERSTRETCH, feed ribbon, Southern Mills, Inc.
NEW DEPARTURE, ball, radial and thrust bearings, New Departure, Div. General Motors Corp.
NEWHOUSE, spotting guns, brushes, counter racks, sleeve formers, press pad, spotting noses, sleeve boards, wetcleaning aprons, Newhouse Specialty Co., Inc.
NEWMAN, watchmen's clocks, Detex Watchclock Corp.
NEW-MATIC, presses, New York Pressing Machinery Corp.
NEW NO. 30 CLEANER, fur cleaner, Nycco Products Co.
NEW YORKER, drycleaning, laundry presses, New York Pressing Machinery Co.
NIAGARA, chemical, oil and water meters, Buffalo Meter Co.
NIAGARA, filter screens, Niagara Filter Corp.
NICE, ball and thrust bearings, Nice Ball Bearing Co.
NICHOLSON, strainers, floats, traps, W. H. Nicholson & Co.
NILES, steel drums, Republic Steel Corp.
9000 SERIES, steel-framed two-wheel hand trucks, Fairbanks Co.
NI-ROD, electrode for machinable welds, International Nickel Co., Inc.
NISSEN, dye and bleach resistant color-marking and writing tube, John P. Nissen, Jr., Co.
NITROX, cleaner, rust inhibitor, Solvay Process Div., Allied Chemical & Dye Corp.
NO-CHLOR, spotting agent, Nu-Pro Mfg. Co.
NO-DARN, mending iron, No Darn Co.
NO-EFFORT, handkerchief and napkin press and handkerchief fluffer, American Laundry Machinery Co.
NOEX, petroleum solvent drycleaning unit, drycleaning tumbler, American Cleaners, Equipment Co., Div. American Laundry Machinery Co.
NO-FLAM-O, flameproofing for fabrics, Namco Chemical Corp.
NO-KRUSH, garment carrier, U. S. Hoffman Machinery Corp.
NOLA TOILET SOAP, soaps, Iowa Soap Co.
NO LAX, spotting agent, Warco Laboratories
NO LINT, fabric preservatives and conditioner for linen supplies, Namco Chemical Corp.
NO-LINT-WORRIES, black bags, Zuckerberg Co.
NO-MAR TREATMENT, stain and water repellent, Paper Chemicals, Inc.
NO-MIX, bundle separators, Rosenthal Mfg. Co.
NO-MIX, identification system, Checking System Co.
NOMOLD, mold preventative, H. Kohnstamm & Co., Inc.
NON-CRUSH, shirt carriages, Time Savers, Inc.
NON-FER-AL, calcium carbonate, Diamond Alkali Co.
NON-IONIC, fabric conditioner, Namco Chemical Corp.
NON-SHIFT, wire garment hanger, Para-Lux Products Co.
NON-SIPHON, boiler return system, U. S. Hoffman Machinery Corp.
NON-SKID, floor tiles, Virginia Greenstone Co., Inc.
NON X.L., water repellent, Boston Clip & Tag Co.
NORCO, meters, timers and control devices, Norman Control Co.
NORIT, activated carbon, L. A. Salomon & Bro.
NORTH STAR, fur cleaning compound, Walter Haertel Co.
NORUST, laundry sour, Washine National Sands, Inc.
NOR-WIL, press covers, asbestos covers, Norton & Williams, Inc.
NORWOOD CASCADE, washer, American Laundry Machinery Co.
NO-SNAG, laundry marking fountain pen, Cleaners Specialty Co.
NOSOK, non enzymic digester, spot remover, George E. Mead Co.
NO STARCH, fabric conditioner and finishing aid for shirt laundries, Nemco Chemical Corp.
NO-STAT, anti-static agent, Pagoda Industries, Inc.
NO-STRING MARK, tape device for flatwork presses, Rothential Mfg. Co.
NOTASTANE, lubricant, Keystone Lubicating Co.
NO-THREAD, compression fittings, Dresser Mfg. Div., Dresser Industries, Inc.
NOTRUX, mechanical loading and unloading extractor, American Laundry Machinery Co.
NOVA-TEX, dry sizing, National Cleaners Chemical Mfg. Co.
NO-VENT, boiler return system, David Stout & Sons
NOXOIL, non-ionic penetrant and emulsifier, Speedlite Chemicals Co., Div. Patek & Co.
NOXOIL, penetrant and soil suspending agent, Patek & Co.
NUCHLOR, volatile spotter, Nu-Pro Mfg. Co.
NU-CLEANING, synthetic drycleaning unit, U. S. Hoffman Machinery Corp.
NU-COAT, glove and leather finish, National Cleaners Chemical Mfg. Co.
NU-DI, leather dye, Nu-Pro Mfg. Co.
NU-FLO, laundry sour, Johnson Chemical Industries, Inc.
NU-FLUO, economy sour, Johnson Chemical Industries, Inc.
NU-FLUO EXTRA, sour for high bicarbonate water, Johnson Chemcial Industries, Inc.
NU-HIDE, leather cleaner and softener, Signal Chemcial Mfg. Co., Inc.
NU-LUS, dry size, Nu-Pro Mfg. Co.
NUMERETTE, hand numbering machine, American Numbering Machine Co.
NUMBER 5, 11, 33, blues, Lewis National Corp.
NUMBER 4, blue, stripper, Lewis National Corp.
NUMBER 44, blue, Minnesota Chemical Co.
NUMBER 209, general formula, R. R. Street & Co., Inc.
NUMBER 996, industrial textile detergent, H. Kohnstamm & Co., Inc.
NU-NAP, rug cleaner, Certified Chemcial & Equipment Co.
NU-NAP PROCESS, shine removal service, Bestway Shine Removal Co., Inc.
NUODEX 87, mildew preventative, Nuodex Products Co., Inc.
NU-PAL, lint remover, Perma Products Co.
NU-PRO, ink and stain remover stick, Nu-Pro Mfg. Co.
NU-SHEEN, dyeing service, Omaha Dye Works
NUSHENE, special alkali compounds, Speare Co.
NU-SO, detergent, Nu-Pro Mfg. Co.
NU-SOL, soap builders, Thompson-Hayward Chemical Co.
NUSOLVO, spotting agent, Nu-Pro Mfg. Co.
NUSUEDE, suede finishes, Eaton Chemical & Dyestuff Co.
NU-TEX, drycleaning soap, Nu-Pro Mfg. Co.
NU-TEX-TIZE, drycleaning detergent, Nu-Life Mfg. Co.
NUTRA SUDS, neutral soap flakes, E. F. Drew & Co., Inc.
NUTROL, synthetic wetcleaner, Keystone Aniline & Chemicals Co., Inc.
NUTRONAP, sour, E. F. Drew & Co., Inc.
NUTTING, floor trucks, casters, wheels, Nutting Truck & Caster Co.
NU-WAY, liquid filter soap, Davies-Young Soap Co.
NU-WEIGH, hanging clothes scale, Newhouse Co.
NYTEX, press pads and covers, R. Lally Co.
NU-WOOD, insulatioin board, Wood Conversion Co.
NYCCO, moth preventatives, Nycco Products Co.
NYCCO, prepared fur dyes, Nycco Products Co.
NYLCOT, laundry net, Southern Mills, Inc.
NYL-EON, nylon covers and cloth, G. S. Robins & Co.
NYLO, filter and laundry bags, press covers and cloth, X. S. Smith, Inc.
NYLO-DUK, "Hydraxtor" slings, F. H. Bonn Co.
NYLONET, knitted nylon laundry nets, Nylonet Corp.
NYLONETS, nylon laundry nets, X. S. Smith, Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

NYLOTEX, nylon press covers, X. S. Smith, Inc.
NYLSEW, nylon sewing thread, Heminway & Bartlett Mfg. Co.

O

O.I.C., all types valves, Ohio Injector Co.
O.T., laundry-drycleaning extractors, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
O & S, fuel burning systems, Orr & Sembower, Inc.
O.&W., specialty compound, Diamond Alkali Co.
OAKITE, detergents, Oakite Products, Inc.
OAKITE COMPOUND NO. 32, scale and rust remover, Oakite Products, Inc.
OAKITE PENETRANT, detergent, Oakite Products, Inc.
OAKVILLE KWIK, wire staples, Oakville Div., Scoville Mfg. Co.
OAKVILLE, "T" pins—brass, handi-pins—steel, Oakville Div., Scoville Mfg. Co.
OASIS, drinking water cooler, Ebco Mfg. Co.
OBARK, leather belting, waterproof leather belting, Charlotte Leather Belting Co.
OBLITO, stain remover, H. Kohnstamm & Co., Inc.
OCCO, extractor baskets, Ohio Centrifugals Co.
OCTA-CLENE, rug cleanser, Moore's Time-Saving Equipment, Inc.
ODO-STICK, garment odor remover in stick form, Nu-Pro Mfg. Co.
OFELDT, boiler, Mears-Kane-Ofeldt, Inc.
OILITE, self-lubricating bearings, machine parts, Amplex Div., Chrysler Corp.
OIL-MIST, automatic lubrication systems, Alemite Div., Stewart-Warner Corp.
OIL-RITE, oil cups, oilers, Oil-Rite Corp.
O.K. CORN STARCH, corn starch, Hubinger Co.
OLATE FLAKES, low-titer soap, Procter & Gamble Distributing Co.
OLIN, cellophane, Olin Cellophane Div., Ecusta Paper Corp.
OLIVE C, soap, Stadham Co., Inc.
OLIVESCO, detergent, Cowles Chemical Co.
OLIVILO, toilet soaps, Allen B. Wrisley Co.
OLSENMARK, marking inks, marking machinery, stamping presses, OlsenMark Corp.
OLSON, automatic laundry washers, Olson Industries, Inc.
OLSON, pressure filters, solvent stills, Olson Filtration Engineers, Div. American Laundry Machinery Co.
OLSON KURB SIDE, aluminum package delivery body, J. B. E. Olson Corp.
OLYMPIC, extractor, Troy Laundry Machinery Div., American Machine & Metals, Inc.
OMNI-SOUR, laundry sour, Carlton Chemical Co., Inc.
ONE-HUNDRED, synthetic solvent drycleaning unit, Columbia Appliance Corp.
ONE-LAY, shirt finishing machine, J. W. Steele & Co.
ONE SHOT, writing ink remover, Eaton Chemical & Dyestuff Co.
ONE-SPOT, scale, Toledo Scale Co.
132, starch, A. E. Staley Mfg. Co.
$1000.00 GUARANTEED, insecticides, B. Heller Co.
ON-THE-SPOT, synthetic drycleaning equipment, A. B. Temple Co.
OPALOID, buttons, Stadham Co., Inc.
OPENETS, laundry nets and fabrics, Davis Mills Inc.
OPEN-TOP, extractors, Prosperity Co., Inc.
OPERATIVE TI-ME-TER, time signals, visual, audible equipment control, Bildwell Mfrs.
OPTO-MATIC, constant lever oilers, Trico Fuse Mfg. Co.
ORIGA-FAB, sport shirt sizing, Harris Bros. Mfg. Co., Inc.
ORR, wool padding, Orr Felt & Blanket Co.
ORTHOLATE, laundry chemical, Diamond Alkali Co.
ORTHON, mild laundry builder, Speedlite Chemicals Co., Div. Patek & Co.
ORTHOSILICATE, detergent, Diamond Alkali Co.
ORVUS AB GRANULES, powered neutral synthetic detergent, Pocter & Gamble Distributing Co.
ORVUS EXTRA GRANULES, synthetic detergent, Procter & Gamble Distributing Co.
ORVUS HYTEMP GRANULES, built high temperature synthetic detergent, Procter & Gamble Distributing Co.
ORVUS W. A. PASTE, wetcleaning detergent, Procter & Gamble Distributing Co.
OSOMOMETER, odor measurement device or apparatus, Odor Instruments, Inc.
OSPECO, concentrated drycleaning soap, Oil States Petroleum Co., Inc.
O SPOTTER, stain remover, H. Kohnstamm & Co., Inc.
OUTSERTS, package insert, Allied Printing & Stationery Co., Inc.
OXALATE-A, sours, Keever Starch Co.
OXYFUME, fumigant, Carbide & Carbon Chemical Corp., Unit of Union Carbide & Carbon Corp.
OZITE, insulation, laundry felt, American Hair & Felt Co.
OZONITE, built soap, Procter & Gamble Distributing Co.

P

PB, laundry marking tags, Boston Clip & Tag Co.
P.D.Q., wetcleaning detergent, Nu-Pro Mfg. Co.
P.F.S., paste filter soap, Nu-Pro Mfg. Co.
P.I.U., variable speed changers, Link-Belt Co.
P-K hot water heater, Patterson-Kelley Co., Inc.
P.M., built soap, Thompson-Hayward Chemical Co.
P.M.D., moth repellent, Dixo Co.
P-R, colorless paint and varnish remover, Caled Products Co., Inc.
PW, soap builder, New South Mfg. Co., Inc.
PAASCHE, airbrushes, air painting equipment, Paasche Airbrush Co.
PACE, chlorinated solvent soap, Caled Products Co., Inc.
PACIFIC, borax and sodium sesquicarbonate, Columbia-Southern Chemical Co.
PACIFIC, sour bluing, Beach Soap Co.
PACKLESS, flexible hose, couplings, Packless Metal Hose Inc.
PAINT-I-CATER, paint remover, W. F. Johnson Products Co.
PAINT-SOLV, paint remover, Huntington Laboratories, Inc.
PAISLEY, general line adhesives, Paisley Products, Inc.
PAK-AGE-KART, packaged work transporter, Bishop David Freeman Co.
PAK-RITE, plastic garment bags, cedarized and plain combination bags for shirts, ties, gloves, sweaters, hats, etc., Pak-Rite Flexible Packaging Co.
PAK-TITE, compound, American District Steam Co., Inc.
PALM, palm oil soap, Swift & Co.
PALMETTO, cotton belting, Victor Balata & Textile Belting Co.
PALMOIL, soap, Rome Soap Mfg. Co.
PALM ROSE, soaps, Iowa Soap Co.
PAMCO, straight pins, Risdon Mfg. Co.
PANAREX, CO_2, recorder, Permutit Co.
PANTEX, drycleaning and laundry machinery, Pantex Mfg. Co.
PANTEX RHODES NATIONAL HATTER, hat blocking machine, Pantex Mfg. Co.
PANTS HORSE, trouser rack, R. B. Smith Co.
PAPER-STRUT, garment hanger, Star Service Hanger Div., L. A. Young Spring & Wire Corp.
PARACOIL, water heaters, Davis Engineering Corp.
PARAGENE, stripper, Eaton Chemical & Dyestuff Co.
PARAGON, gas engine lubricators, Lunkenheimer Co.
PARALATE-S, alkali compound, Diamond Alkali Co.
PARAMOUNT, garment, trouser bags, hanger covers, Mutual Paper Box Co., Inc.
PARA-SEAL, hanger cover, Para-Lux Products Co.
PARAZOLE, spot remover, Eaton Chemical & Dyestuff Co.
PARIS, steam-air garment finisher, Garment Finishing Equipment Corp.
PARIS CONVERTIBLE, steam-air finishers, Garment Finishing Equipment Corp.
PARIS MASTER FINISHER, steam-air garment finisher, Garment Finishing Equipment Corp.
PARKER, industrial boilers, Sid E. Parker Boiler Mfg. Co., Inc.
PARMELEE, wrench, Walworth Co.
PAROL, special alkali compounds, Speare Co.
PAR-X, stain remover, H. Kohnstamm & Co., Inc.
PAS-TIES, collar & cuff fasteners, hanger ties, Plas-Ties Co.
PATCH MASTER, repair cloth kits, R. D. Bussard & Son
PATEXOL, oil, paint and grease remover, Patek & Co.
PATEXPAC, printed garment bags, shirt envelopes, Patek & Co.
PATINEX, upholstery shampoo, cleaning compound, Mortemoth Chemical Laboratories
PATINEX FURLIFE, fur shampoo, cleaning compound, Mortemoth Chemical Laboratories
PATRICK, steam iron, Lawrence M. Stein Co.
PATROL, watchmen's clocks, Detex Watchclock Corp.
PATTERSON-KELLEY, condensers, coolers, Patterson-Kelley Co., Inc.
PAWNEE, alkali soap builder, Wyandotte Chemicals Corp.
PAY-TEK, concentrated anhydrous emulsifier, Patek & Co.
PAYTEXOL, oil, paint and grease remover, Patek & Co.
PC CONCENTRATE, strong soap, Huntington Laboratories, Inc.
PC 450, neutral vegetable potash soap, E. F. Drew & Co., Inc.
PEABODY, gas, oil, coal burners, air heaters, Peabody Engineering Corp.
PEARL, built soap, flake and granulated, Colgate-Palmolive Co.
PEELCOTE, protective coating for metal parts, Watson Standard Co.
PEERLESS, laundry cover cloth, two ply cover duck, Thomaston Mills
PEERLESS, nylon net, Gibraltar Fabrics, Inc.
PEERLESS, pumps, Peerless Pump Div., Food Machinery Corp.
PEERLESS, scales, Triner Scale & Mfg. Co.
PEERLESS BEACON, laundry marking tags, Boston Clip & Tag Co.
PEET, white laundry bar soap, Colgate-Palmolive Co.
PEE-VEE, lacquer remover, Riverside Mfg. Co.
PELL D, wetside water repellent, Lustrol Drycleaning Products, Div. Patek & Co.
PELL W, wetside water repellent, Lustrol Drycleaning Products, Div. Patek & Co.
PELLERIN-MILNOR, laundry, drycleaning extractors, Pellerin Milnor Corp.
PENBRITE, alkaline detergent, Pennsylvania Salt Mfg. Co.
PENETEX, detergent, Stadham Co., Inc.
PENETRO, marking ink, National Marking Machine Co.
PENETROIL, grease solvent, H. Kohnstamm & Co., Inc.
PENETRON, glue solvent, Better Packages, Inc.
PENETRONE, starch, H. Kohnstamm & Co., Inc.
PENLO, engine lubricator, Lunkenheimer Co.
PENNANT, drycleaning soap, Davies-Young Soap Co.
PENN DRAKE WASHOIL, oil treatment of linens, Pennsylvania Refining Co.
PENNSYLVANIA, tires, tubes, batteries, Pennsylvania Rubber Co.
PENOZONE, bleach, Pennsylvania Salt Mfg. Co.
PENSAL, alkaline detergent, Pennsylvania Salt Mfg. Co.
PENSAL-B, alkaline detergent, Pennsylvania Salt Mfg. Co.
PENSAL-M, alkaline detergent, Pennsylvania Salt Mfg. Co.
PENSAL-O, alkaline detergent, Pennsylvania Salt Mfg. Co.
PENSO, spotting agent, A. L. Wilson Chemical Co.
PENSUDS, wetcleaning detergent, Pennsylvania Salt Mfg. Co.
PEN-TRATE, spotting aid, Kennedy Products Co.
PENTROX, emulsifier, penetrant and stain remover, Pennsylvania Salt Mfg. Co.
PEPO, prespotter, Stadham Co., Inc.
PEPSOL, drycleaning filter soap, A. F. Wolke Co.
PER, automatic drycleaning unit, Vic Cleaning Machine Co.
PERCHLOR 600, drycleaning unit, Manitowoc Engineering Corp.
PERCHLORETHLENE, solvent, Westvaco Chlor-Alkali Div., Food Machinery & Chemical Corp.
PERCHLORON, bleach, Pennsylvania Salt Mfg. Co.
PER-CLAIMER, filter sludge cooker and solvent reclaimer, Per Corporation
PERCLENE, drycleaning solvent, E. I. du Pont de Nemours & Co., Inc.
PERCLOR, drycleaning tumbler and solvent reclaimer, American Laundry Machinery Co.
PERDOX, sodium perborate monohydrate, E. I. du Pont de Nemours & Co., Inc.
PERFECT, wheat starch, Keever Starch Co.
PERFECTA, steam and air spotting gun, Florian J. Hyman
PERFECTION, corn starch, Huron Milling Co.
PERFECTION, reducing valves, American District Steam Co., Inc.
PERFECTION, white neutral soap, Beach Soap Co.
PERFECTO, synthetic powder, National Cleaners Chemical Mfg. Co.
PERFECT WHEAT, laundry starch, Keever Starch Co.
PERFEX, controls and regulators, gauges, Perfex Corp.
PERFEX, press pads, Resillo Co.
PERFUMED STARCH, starch, Gilcor Mfg. Co., Inc.
PERK-O-MATIC, synthetic drycleaning machine, Pantex Mfg. Co.
PERK-O-MISER, synthetic recovery tumbler, Pantex Mfg. Co.
PERKLOR, synthetic solvents, Dow Chemical Co.
PERLITE, soap builder, H. Kohnstamm & Co., Inc.
PERMAFIBER, fiber material for manufacturing laundry and drycleaning tags, Permafiber Corp.
PERMA-FLOW, drycleaning detergent, Edelmuth Mfg. Chemists
PERMA-FOLD, replacement collars and cuffs, Zuckerberg Co.
PERMA KLEER 80, chemical water conditioner, Refined Products Corp.
PERMA-MARKER, marking kit, Wm. J. Nicholson Laboratories
PERMA-NET-MARKERS, identification tags, Speare Co.
PERMA-NETS, rubber washing nets, Speare Co.
PERMANITE, acid- and alkali-resisting flooring, Maurice A. Knight
PERMAPROOF, flameproofing agent, B. F. Goodrich Co.
PERM-A-TEX, nylon press covers, X. S. Smith, Inc.
PERMATIZED, marking tags and tape, indelible marking ink, Wm. J. Nicholson Laboratories
PERMO, flameproofing, mothproofing agent, Per-Mo Products Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

PERMOBOND, rubber-lined tanks, pipe and pipe fittings, U. S. Rubber Co.
PERMOPAD, pads for handkerchief ironer, Resillo Co.
PERMOTEX, nylon press covers, X. S. Smith, Inc.
PERMUTIT, water softeners, filters, Permutit Co.
PERMUTIT Q, ion exchanger, water conditioner, Permutit Co.
PERONE, hydrogen peroxide, E. I. du Pont de Nemours & Co., Inc.
PERSONALIZED, garment bags, Rassenfoss Bag Co., Inc.
PERSPIR-X, perspiration remover, Paper Chemicals, Inc.
PETAL SMOOTH, starch, Clinton Foods Inc.
PETRYN, oil, paint and grease remover, Patek & Co.
PFAFF, sewing machines, Pfaff Sewing Machine Sales Co.
PHENOLITE, non-ionic synthetic soap, New South Mfg. Co., Inc.
PHILABELT PRESERVATIVE, belt dressing, Philadelphia Belting Co.
PHILCO, storage batteries, Philco Corp.
PHOENIX "SELF STICK," shirt bands, Phoenix Products Co.
PHOTOSWITCH, timers, pilots, relays, controls, Photoswitch, Inc.
PHOTRONIC, photoelectric cell, Weston Electrical Instrument Corp.
pH-PLUS, briquet alkali for water softening, Mathieson Chemical Corp.
PIAZZA, conversion unit, synthetic drycleaning systems, Piazza Engineering Co.
PICK, water heaters, Pick Mfg. Co.
PICRIN, volatile spotting compound, R. R. Street & Co., Inc.
PIEDMONT, leather belting, waterproof leather belting, Charlotte Leather Belting Co.
PILGRIM, press cloth, Thomaston Mills
PIL-O-BAR, pillow renovator, Wichita Precision Tool Co., Inc.
PILOT, non-waterproof belt cement, Webb Belting & Supply Co.
PILOTRON, air-operated pilot, Bailey Meter Co.
PINESOL, pine oil break solution, Patek & Co.
PINETTS, safety pins for shank buttons, Oakville Div., Scoville Mfg. Co.
PINLUB, wetcleaning soap, Package Chemical Co., Inc.
PIN-O-TEX, pine oil detergent, Slater-Robbins Co., Inc.
PIOLET, buttons, Piolet Button & Novelty Corp.
PIONEER, nylon laundry nets, Benwall Mfg. Co., Inc.
PIONEER, oil cups, Lunkenheimer Co.
PIONEER, wrapping twine, Thomaston Mills
PISTON-RING, expansion joint, American District Steam Co., Inc.
PITTCHLOR, calcium hypochlorite, Columbia-Southern Chemical Corp.
PITTSBURGH, paints, Pittsburgh Plate Glass Co., Paint Div.
PITTSBURGH, wire garment hangers, Pittsburgh Hanger Co.
PIXALL, lint remover, John E. Coolidge Co.
PLANER BRAND, leather belting, Philadelphia Belting Co.
PLASTIC INSULATION, insulating cement, Mexico Refractories Co.
PLASTIC QUIK-PACH, plastic firebrick, A. P Green Fire Brick Co.
PLAS-TIES, hanger ties and marking flags, Plas-Ties Co.
PLASTYLON, nylon laundry nets, Carson Textile Co., Inc.
PLEASANT ODOR, fur cleaning fluid, Bernard Sirotta Co.
PLEX, digester, Patek & Co.
PLEZURE, a concentrated spotting soap, Caled Products Co., Inc.
PLIOFILM, bags for shirts, garments, blankets, etc., Clear-View Packaging Co.
PLIBRICO, jointless firebrick, incinerators, boiler setting, Plibrico Co.
PLIOJET, smoke eliminators, Plibrico Co.
PLUS, spotter (wet or dry), Adco, Inc.
POCKETEERS, pocket forms, Leef Bros., Inc.
POINT-OF-USE, insulated equipment, Remington Rand Inc.
POLAR BEAR, fur cleaning compound, Walter Haertel Co.
POLAR BEAR, fur cleaner, Nycco Products Co.
POLARIS, fur glazing cleaner, Walter Haertel Co.
POLARIZED, wholesale fur cleaning and storage, Walter Haertel Co.
POLARSUDZ, cold-water built soap, Beach Soap Co.
POLARTONE, laundry sour, G. S. Robins & Co.
POLYMARK, marking machines, Pinnacle Products Corp.
POMONA, turbine pumps, Fairbanks Morse & Co.
PONCHO, wet water repellent, Patek & Co.
PONY, laundry presses, Prosperity Co., Inc.
POOR PETER PILLOW, complete pillow cleaning service, R. Lally Co.
POPKINS, store fixtures, Popkins Fixture Co.
PORTA-PAK, autographic register, Egry Register Co.
PORTO-FAB, prefabricated buildings, Porto-Fab Co., Inc.
POSTAGE-METER, postage meter tape, Gummed Tape & Devices Co.
POW, drycleaning soap, Keystone Aniline & Chemical Co., Inc.
POWDER DISPENSER, filter powder dispenser, Powder Dispenser Co.
POWER CHARGE, strong drycleaning soap, Benda Products, Inc.
POWER CIRCLE, presses, Prosperity Co., Inc.
POWER-FLEX, underfeed stokers, Link-Belt Co.
POWER-FLOW, roof ventilator, DeBothezat Fans Div., American Machine & Metals, Inc.
POWERMASTER, package automatic boilers, Orr & Sembower, Inc.
POWERMASTER, stacker, Lewis-Shepard Products, Inc.
POWER-PAK, drycleaning detergent, Pennsylvania Salt Mfg. Co.
POWERSON, fire-fighting nozzles, American-La France-Foamite Corp.
POWER-VEYOR, permanently mounted horizontal belt conveyor, Rapid-Standard Co., Inc.
POW PLUS, dry powdered soap, Keystone Aniline & Chemical Co., Inc.
POWR PLUS, air-operated laundry presses, Pantex Mfg. Corp.
PRATT & CADY, brass and iron valves, Reading-Pratt & Cady Div., American Chain & Cable Co., Inc.
PRE CLEEN, ammoniated prespotter, Benda Products, Inc.
PREE-HEET, return systems, Fred H. Schaub Engineering Co., Inc.
PRE-MARKED STRIP TAG, solvent- and waterproof marking tags, Pre-Marked Strip Tag Co.
PREMIER, gas engine lubricators, Lunkenheimer Co.
PREMIER, laundry nets, Fablok Mills, Inc.
PRE-OIL-BREAK, oil, grease, tar stain remover, wet and dry, Warco Laboratories
PREPCO, antiseptic soap, Lincoln Research, Inc.
PREPEL, water repellent, Stamford Chemical Co.
PRESET, a type of free-vane air-operated controller, Bristol Co.
PRES-GRIP, shaping and finishing wetcleaned and dyed garments, Pres-Grip Corp.
PRESO, heavy prespotter, G & G Chemical Co.
PRE-SPOTTER, heavy-body prespotter, Caled Products Co., Inc.
PRESPOTT XX, prespotter for heavy soil, Lustrol Drycleaning Products, Div. Patek & Co.
PRE-SPOTTER, prespotter, Patek & Co.
PRESPOTTER S, prespotter, Nu-Pro Mfg. Co.
PRESS MASTER, electric steam generator, Automatic Steam Products Corp.
PRESSTITE, flexible metal connector for modern laundry and pressing machines, American Brass Co., American Metal Hose Branch
PRESTO, self-sealing paper bands, Nashua Corp., Sure-Hold Div.
PREST-O CLEANER, press-head cleaner, Stadham Co., Inc.
PRESTOPRESS, air-operated drycleaning presses, Goldman Pressing Machine Corp.
PRIDE, batch detergent, Lustrol Drycleaning Products, Div. Patek & Co.
PRIDE, washing powder, Swift & Co.
PRIMA BRAND, leather belting, Philadelphia Belting Co.
PRIMARY SIZE, blended starch, Wyandotte Chemicals Corp.
PRIME SOHP, soap, Beach Soap Co.
PRIMS COVER A BUTTON, button molds, William Prym, Inc.
PRINTWEIGH, weight printing scales, Toledo Scales Co.
PROCTOR & SCHWARTZ, automatic shampooing and drying systems for rugs, Proctor & Schwartz, Inc.
PRODUCTIMETERS, counting machines, Durant Mfg. Co.
PRODUCTO, timer, American Laundry Machinery Co.
PROFINE PASTE, fatty ester base fabric finish, Procter & Gamble Distributing Co.
PROMATIC, timers, General Control Co.
PROOF, emulsion type batch soap, Lustrol Drycleaning Products, Div. Patek & Co.
PROPASOL, solvent, Carbide & Carbon Chemical Corp., Unit of Union Carbide & Carbon Corp.
PROSPERITY, complete line of laundry and drycleaning equipment, Prosperity Co., Inc.
PROSPERTROL, automatic washer controls, Prosperity Co., Inc.
PROTECTO, identification systems, American Laundry Machinery Co.
PROTECTOGRAPH, checkwriters, check signers, Todd Co., Inc.
PROTECTOR, colored fabric pick-up bags, F. H. Bonn Co.
PRO-TEK, protective hand cream, E. I. du Pont de Nemours & Co., Inc.
PROTEX, toilet soap, Iowa Soap Co.
PRYM'S, garment hangers, safety pins, William Prym, Inc.
P22, hand stapler, Arrow Fastener Co.
PUF-FINISHER, puffers, steam puff irons, Bishop David Freeman Co.
PULVOAX, powdered wax, Lewis National Corp.
PURATIZE, mildewproofing, Aqua-Sec Corp.
PURE-FLO, still, Butler Mfg. Co.
PURE-TEX, laundry bactericide, Cidex Corp.
PURGE-O-SOL, drycleaning soap, G & G Chemical Co.
PURGO, soap builder, Minnesota Chemical Co.
PURITAN, brass pins, Oakville Div., Scoville Mfg. Co.
PURITAN, press cloth, Thomaston Mills
PURITY, soap flakes, soap, Iowa Soap Co.
PURITY, sour, Thompson-Hayward Chemical Co.
PURKETT, shakeout and conditioning tumblers, assembly reels, bins, Purkett Mfg. Co.
PURO, spotting compound, Adco, Inc.
PUR-O-CEL, filter, Proportioneers, Inc.
PURODIESEL, lubricating oils for diesel engines, Pure Oil Co.
PUROLENE, lubricating oils, Pure Oil Co.
PUR-O-SAN, drycleaning soap, Huntington Laboratories, Inc.
PURPLE EDGE, padding, Egan Cotton Mills
PYRAMID, laundry nets, R. Lally Co.
PYRAMID, liquid color stripper, Washine National Sands, Inc.
PYRATEX, lipstick, nail polish, paint remover, R. R. Street & Co., Inc.
PYRO, liquid soap, National Cleaners Chemical Mfg. Co.
PYRO, surface thermometer, Pyrometer Instrument Co., Inc.
PYROFLEX, acid and alkali resisting paints, Maurice A. Knight
PYRO-SOAP, wetcleaning soap, National Cleaners Chemical Mfg. Co.
PYROTRON, resistance thermometer, Bailey Meter Co.

Q

Q-D, spotting agent, A. L. Wilson Chemical Co.
Q & S, counter rack, Ink-O Products Co.
Q-T, heat recirculators, Kisco Boiler & Engineering Co.
Q-CHROMASTIC, veener coating for furnace walls, Quigley Co., Inc.
Q-CHROME, refractory material, Quigley Co., Inc.
Q-1, airform coat finisher, U. S. Hoffman Machinery Corp.
Q-7, drier or semi-finisher, U. S. Hoffman Machinery Corp.
Q-2, airform ladies' jacket finisher, U. S. Hoffman Machinery Corp.
QUADRA-CLENE, rug-washing machine, Moore's Time-Saving Equipment, Inc.
QUADRAFOS, water conditioner, detergent, dispersing agent, Rumford Chemical Works
QUAKER BLUE, laundry blue, Pennsylvania Salt Mfg. Co.
QUAKER IMPROVED, chlorinated lime, bleach, Pennsylvania Salt Mfg. Co.
QUALITEX, press covers, puff iron covers, sponge pads, tumbler pads, press cloths, extractor covers, filter bags, double-face flannel, Quality Products Co.
QUALITY, net pins, Key-Tag Checking System Co.
QUEEN, wire hangers, Vail Mfg. Co.
QUEEN CITY, boilers, tanks and preheaters, Queen City Engineering Co., Inc.
QUICK AID, linen fire hose, fire extinguishers, General Detroit Corp.
QUICK BREAK, break powder, Wyandotte Chemicals Corp.
QUICK ELASTIC, liquid and powdered starch, Hubinger Co.
QUICKLIFT, trucks, Lewis-Shepard Products, Inc.
QUIGLEY, fire brick, Quigley Co., Inc.
QUIK-CUT, wrapping table, Coffman Mfg. Corp.
QUIK-CUT, wrapping table, Norman Control Co.
QUIK-LOK, shirt boxes and collar supports, Century Paper Products
QUIK-PAC, laundry packaging supplies, Quik Pac Div., H. Wesley Hutchins Co.
QUIK-PACH, fire brick, A. P. Green Fire Brick Co.
QUIK-STEAM, press, Butler Mfg. Co.
QUIKTAG, laundry marking tag, Boston Clip & Tag Co.
QUIK-TEMP, heating system, Fred H. Schaub Engineering Co., Inc.
QWIK-GO, digestive agent, A. L. Wilson Chemical Co.

R

R.C.C., rug cleaning and finishing compound, soaps, Lewis National Corp.
R.C.U., rug and upholstery soap, Keystone Aniline & Chemical Co., Inc.
R.G.F., stain remover, Riverside Mfg. Co.
R.H.P. CASCADE, laundry washer with removable horizontal partitions, American Laundry Machinery Co.
R-M, asbestos products, packing friction materials and rubber products, Raybestos-Manhattan, Inc.
R & O COMPOUND, shop towel and overall washing compound, Speedlite Chemicals Co., Div. Patek & Co.
RP, high pressure boiler, Titusville Iron Works Co., Div. Struthers Wells Corp.
RP&C, valves, Reading-Pratt & Cady Div. American Chain & Cable Co., Inc.
RSR, digestive spotting agent, Wallerstein Co., Inc.
R-x, spotter, Caled Products Co., Inc.
RAINBOW, plastic garment hangers, Henry Hanger Co. of America

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

RAINBOW, spotting pencils, Eaton Chemical & Dyestuff Co.
RAK-GUIDE, rack index for separating garments alphabetically, Para-Lux Products Co.
RAM, drycleaning soap, Adco, Inc.
RAMPELLENT, water repellent, Perm-Aseptic Corp.
RAMSEY, chain drive, chain drive sprockets, shaft couplings, Ramsey Chain Co., Inc.
RAMTITE, plastic refractory, Ramtite Co., Div. S. Obermayer Co.
RANAREX, combustion recorder, Permutit Co.
RANDE, metal press pads, Bergen Machine & Tool Co., Inc., Rande Unit Springs Div.
RAPID POWER BOOSTER, portable power belt conveyor, Rapids-Standard Co., Inc.
RAPID ROLLER, conveyor, Rapids-Standard Co., Inc.
RAPID-WHEEL, conveyor, Rapids-Standard Co., Inc.
RAPISTAN TABLE-VEYOR, belt conveyor to facilitate general handling of laundry bundles, Rapids-Standard Co., Inc.
RAY, oil and gas burners, pumps, Ray Oil Burner Co.
RAYBESTOS, brake lining, clutch facing, brake blocks, Raybestos-Manhattan, Inc.
RAY-METL, clutch facings, Raybestos-Manhattan Co.
RAYS, tape, Speare Box Co., Inc.
RAYS KRAFT, packaging supplies, Speare Box Co., Inc.
RAYTEN, cold-water soap, John T. Stanley Co., Inc.
READY-PACK, cast split repair sleeves, Dresser Mfg. Div., Dresser Industries, Inc.
RECEIV-O-MARKER, identification systems, Best Forms Co.
RE-CIRK-IT, circuit breakers, Heinemann Electric Co.
RECLAMITE, stain remover, H. Kohnstamm & Co., Inc.
RECORDAK, accounting machines and systems, record systems, Recordak Corp.
REC-TONE, drycleaning detergent, Riverside Mfg. Co.
RED ARROW, feed ribbon, Southern Mills, Inc.
RED CHIEF, rubber belting, Webb Belting & Supply Co.
RED EDGE, pads and padding for flatwork ironers and press machines, Knitted Padding Co.
RED FLASH, water heaters, Pick Mfg. Co.
RED & GREEN LINE, laundry fabrics, Hettrick Mfg. Co.
REDI-COUNT ROLLS, identification system, Pittsburgh Tag Co.
REDI-CUT, flannel press pads, F. H. Bonn Co.
REDILIFT, trucks, Lewis-Shepard Products, Inc.
REDI-MARK, strip tags, Pittsburgh Tag Co.
REDI-TAG, pre-printed marking tag, Larton Products Co., Inc.
RED LABEL, tallow soap, Beach Soap Co.
RED LINE, flatwork ironer aprons, Pittsburgh Waterproof Co.
RED-LINE, garment drier, Hopkins Equipment Co.
RED LINE, greases, oils, lubricants, Union Oil Co. of California
REDOTEX, neutral red oil flakes and powder, Allen B. Wrisley Co.
RED STAR, diapers, towels and toweling, George Wood Sons & Co.
RED STAR, feed ribbons, New York Belting & Packing Co.
REDUCO, liquid color stripper, Washine National Sands, Inc.
REDUCTORS, speed reducers, Boston Gear Works, Inc.
REDUX, indelible ink remover, Boston Clip & Tag Co.
RED-WHITE-BLUE, matched pants and shirts for rental uniforms, Shreveport Garment Mfg. Co.
REE-DRAPE, dry sizing and finishing compound, drycleaning, Riverside Mfg. Co.
REESCO, powdered laundry soap, Minnesota Chemical Co., Inc.
REE-TONE, drycleaning detergent, Riverside Mfg. Co.
REEVES ARMY TWILL, uniform cloth, Reeves Brothers, Inc.
REFINITE, zeolite water softeners, Elgin Softener Corp.
REFLEXIT, replasticizer, Patek & Co.
REGAL, engines, Ames Iron Works
REGAL, neutral synthetic detergent, Armour & Co.
REGENT, 30-pound synthetic drycleaning unit, Detrex Corp.
REGULAR DREST, paste leather finish for smooth leathers, Caled Products Co., Inc.
REGULAR SOUR, sours, Keever Starch Co.
REINTJES, dependable arches, suspended walls, Geo. P. Reintjes Co.
REKAB, powdered soap, soap chips, Minnesota Chemical Co.
RELIABLE, fur cleaning and fur storage equipment, Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc.
RELIANCE, a.c. and d.c. motors, motor generators, Reliable Electric & Engineering Co.
RE-LOGIK, powdered soap, Minnesota Chemical Co.
REMA, vacuum systems for presses, Rema Corp.
REMINGTON, electric typewriters, accounting and calculating machines and other office equipment and supplies, Remington Rand, Inc.
REMO, cover-cloth fasteners, rack clips, net and marking pins, trays, safety and steel pins, overall tags, Risdon Mfg. Co.
RENARDS', leather cleaning and dyeing, Renards'
RENEWO, angle, check and globe valves, Lunkenheimer Co.
RENEX, detergents, Atlas Powder Co., Industrial Chemicals Dept.
RE-NU, potash saponified resin and fatty acids, Armour & Co.
RE-NU-IT, solvent pump, Viking Pump Co.
RENUIT, liquid starch, Washine National Sands, Inc.
REO, motor trucks, Reo Motors, Inc.
REP, water repellent, R. R. Street & Co., Inc.
REPELEX, water repellent, Dixo Co.
REPEL-O-MOTH TANK, mothproofing equipment, Repel-O-Products Div., North American Merchandising Co.
REPUBLIC, controls, instruments, Republic Flow Meters Co.
RE-PURGO, powdered soap, Minnesota Chemical Co.
RESEARCH, leather belting, Graton & Knight Co.
RESEARCH, zeolite, Research Products Corp.
RESILLO, press pads, Resillo Co.
RESINTEX, nylon press cloths and press covers, Gibraltar Fabrics, Inc.
RESISTI-CAL, weather-proofing product, Caled Products Co., Inc.
RESISTO, industrial marking ink, National Marking Machine Co.
RESIZET, sizing, Takamine Laboratory, Inc.
RESSYN, zeolite, Hungerford & Terry, Inc.
RESTORTEX, liquid sizing, National Cleaners Chemical Mfg. Co.
RESYN ADHESIVES, glues, gums, sizings, starches, National Starch Products, Inc.
RETRON, flatwork ironer, American Laundry Machinery Co.
REVERE, copper and brass, Rever Copper & Brass, Inc.
REVERE SHOWMASTER, floodlights and lighting equipment, Revere Electric Mfg. Co.
RE-VI, water repellents, Davies-Young Soap Co.
REVOLITE, laundry roll covers, padding press covers, Atlas Powder Co., Revolite Div.
REX, soluble liquid drycleaning soap, Davies-Young Soap Co.
REX-FLEX, metal hose, Flexonics Corp.
REX-TITE, heat-proof reattachable couplings, Flexonics Corp.
REX-TUBE, flexible metal hose, Flexonics Corp.
REX-WELD, metal flexible hose, tubing, Flexonics Corp.
REZ, charged soap solvent conditioner, U. S. Mining Corp.
REZEX, resinous zeolite, Elgin Softener Corp.
REZISTAL, stainless steel, Crucible Steel Co. of America
R-51, drycleaning unit, Shields Engineering & Mfg. Co.
R-51A, drycleaning unit, Shields Engineering & Mfg. Co.
R. H. CONTROL, electronic drycleaning relative humidity control, Adrian Research & Chemical Co.
RHINAMEL, heavy duty enamel, Tropical Paint & Oil Co.
RIBBON DELUXE, cotton ribbon, Milwaukee Printed String Co.
RIBBON RITE, marking machine, Textile Marking Machine Co., Inc.
RICE'S, paint products, Barreled Sunlight Paint Co.
RIDDAX, special alkali compound, Wyandotte Chemicals Corp.
RIMACO, size, stripper, wetcleaning soap, Riverside Mfg. Co.
RIMACO GENERAL FORMULA, ink and stain remover, Riverside Mfg. Co.
RINK-L-FREE, garment distributor, Time Savers, Inc.
RINSOMATIC, laundry washer control, American Laundry Machinery Co.
RINTEX, soap and alkali compound, Wyandotte Chemicals Corp.
RINZAID, rinse promoter, Speedlite Chemicals Co., Div. Patek & Co.
RISDON, cuff fasteners, marking flags and targets, Risdon Mfg. Co.
RISDON DRESSMAKER, straight pins, Risdon Mfg. Co.
RISOGRAN, powdered soap, Allen B. Wrisley Co.
RITESIZE, dry to the wheel linen sizing, Speedlite Chemicals Co., Div. Patek & Co.
RIVERSIDE, wet spotter, carpet shampoo, stripper, Riverside Mfg. Co.
ROADOL, paint, oil and grease remover, Package Chemical Co., Inc.
ROADOL L, wet spotter, Package Chemical Co., Inc.
ROBERTS, numbering machine, Roberts Numbering Machine Co.
ROBERTS, press boards, Roberts Mfg. Co.
ROBINETS, laundry nets, G. S. Robins & Co.
ROBINS, acetic sour, G. S. Robins & Co.
ROBOT, self-contained automatic washers, Robot Laundry Machinery Sales, Div. Wolf Co.
ROCCAL, germicide, Sterwin Chemicals, Inc.
ROCKET, laundry presses, Troy Laundry Machinery Div., American Machine & Metals, Inc.
ROCKET-PER, synthetic solvent drycleaning unit, Vic Cleaning Machine Co.
ROCKWEAVE, laundry textiles, aprons, cover and filter cloth, double-face flannel laundry nets and wrapping twine, Callaway Mills, Inc.
RO-FLO, air compressors, vacuum pumps, Allis-Chalmers Mfg. Co.
ROK-RIB, laundry nets, Whitehouse Products, Inc.
ROLA-RUG, rug rolling and packaging machines, Lincoln Products, Inc.
ROLLERVEYOR, roller conveyor, Mechanical Handling System, Inc.
ROLL-ON-SEAL, gummed tape dispensers, Roll-on-Sealer Co.
RONAFLEX, elastic synthetic tubing with woven metal wire cover, Ronaflex Tubing Co., Inc.
RO-NOR, stain remover, H. Kohnstamm & Co., Inc.
ROOFKOTER, roof material, Tropical Paint & Oil Co.
ROOT BAGGER, garment bagger, Huebsch Mfg. Co., Div. American Laundry Machinery Co.
ROSS, solvent coolers, heat exchangers, Kewanee-Ross Corp.
ROTAIRE, conditioning tumbler, American Laundry Machinery Co.
ROTAY, condensation meters, American District Steam Co., Inc.
ROTARY, soot blower, Marion Machinery Foundry & Supply Co.
ROTEX, drycleaning extractor, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
ROTH, boiler feed units, pumps, Roy E. Roth Co.
ROTO BRUSH, electric upholstery shampoo machine, Certified Chemical & Equipment Co.
ROTO-KLEEN, filter, Bowser, Inc.
ROTO-MATIC, rotating laundry process units, Unipress Co.
ROUND "R." steel boiler, coal, oil, gas stoker, Kewanee Boiler Corp.
ROUND THE BUTTON, shirt-ironing press pads, Resillo Co.
ROYAL, brass safety pins, Risdon Mfg. Co.
ROYAL, medium titer, coco-tallow chip, neutral soap, Armour & Co.
ROYAL, rubber hose, rubber belting, U. S. Rubber Co.
ROYAL CALENDER, cylinder type flatwork ironer, American Laundry Machinery Co.
ROYAL OAK, leather belting, Webb Belting & Supply Co.
ROYAL PINE, soaps, Iowa Soap Co.
ROYAL WORCESTER, lace leather, Graton & Knight Co.
RP NO. 757, stain remover, H. Kohnstamm & Co., Inc.
RUBBER BASE, primer sealer, Tropical Paint & Oil Co.
RUBBER CITY, roofing materials, Rubber City Mfg. Co.
RUBEROID, built-up roofing materials, Ruberoid Co.
RUBINOFF, tags, certificates, guarantees and supplies, M. Rubinoff, Inc.
RUGGLO, rug cleaning soap, Merson Products Co.
RUG-IT, rug cleaning detergents, Certified Chemical & Equipment Co.
RUG-O, rug and carpet soap, Davies-Young Soap Co.
RUG SHAMPOO, rug and upholstery cleaning soap, Caled Products Co., Inc.
RUSKO, water conditioner, Wyandotte Chemicals Corp.
RUST BAR, paint, rust preventative, Midland Paint & Varnish Co.
RUST-E-LIM, rust remover, Johnson Chemical Industries, Inc.
RUSTEX, sour, Hood Chemical Co., Inc., Crescent Div.
RUSTEZE, rust solvent, Hood Chemical Co., Inc., Crescent Div.
RUST-GO, rust remover, A. L. Wilson Chemical Co.
RUST REMOVER, removes metallic stains, Lustrol Drycleaning Products, Div. Patek & Co.
RUSTICK, rust remover, National Cleaners Chemical Mfg. Co.
RUSTICON SS, rust preventative, Philadelphia Quartz Co.
RUSTIKOTE, rust preventative, Tropical Paint & Oil Co.
RUSTYRASE, rust remover, Hachik Bleach Co.

S

S-A, anti-sulfuric-acid valves, Lunkenheimer Co.
S.E.B., wetcleaning soap, E. F. Drew & Co., Inc.
S.I.S., roofing, Barrett Div., Allied Chemical & Dye Corp.
SOH, low-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
SP, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
S-R, spotter for brown and yellow stains, Caled Products Co., Inc.
SSS, anhydrous silicate builder, Patek & Co.
SABIN, glove cleaning machines, Sabin Machine Co.
SACO, speed reducers, Stephens-Adamson Mfg. Co.
SACON, belt conveyor carriers, Stephens-Adamson Mfg. Co.
SACON, water soluble size, Wallerstein Co., Inc.
SAFE KUTTERS, cord knife, Time Savers, Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

SAFE-TIE ANCHORS, refractory anchors, Ramtite Co.
SAFE-T-BLEACH, organic chlorine bleach, Speedlite Chemicals Co., Div. Patek & Co.
SAFE-T-SOL, dry oil, paint and grease remover, Patek & Co.
SAFE-T-THRIFT, safety solvent unit, Butler Mfg. Co.
SAFETY, diapers, Sani-Top Co.
SAFETY LINEN, sour, Diamond Alkali Co.
SAFEX TRUCLEAN, petroleum solvent drycleaning unit, American Laundry Machinery Co.
SAF-T-MARK, marking tags, Stry-Lenkoff & Co.
SAGER SPREADERS, flatwork spreaders, M. A. Pocock
SAK-RAK, bag holder, pre-marking containers, cloth bags, Sak-Rak Co.
SALVE-O-LIN, skin salve, Keystone Aniline & Chemical Co., Inc.
SAMOSET, soap, Lewis National Corp.
SAMSON, packing, U. S. Rubber Co.
SAMSONMITE, filter bags, feather bags, extractor covers, soap whips, starch whips, tumbler pads, Manitowoc Cotton Goods Mfg. Co.
SANA-FILTER, low-pressure, filter-type soap, Huntington Laboratories, Inc.
SANA-SIZE, sizing, Huntington Laboratories, Inc.
SANEX, dry, neutral mothproofing agent for use in the wheel, Signal Chemical Mfg. Co., Inc.
SANICO, drycleaning soap, Dello Products Co.
SANI - MATIC, brush-spotting machine, Sani-Matic Brusher
SANI-SOUR, antiseptic, all-purpose sour, Keever Starch Co.
SANITEX, baskets, trucks, bags, C. R. Daniels, Inc.
SANITONE, drycleaning process, Emery Industries, Inc., Sanitone Div.
SANITONE MC, mothproof, Emery Industries, Inc., Sanitone Div.
SANITONE NA, neutralizing agent, Emery Industries, Inc., Sanitone Div.
SANITONE SS, silk size, Emery Industries, Inc., Sanitone Div.
SANITONE WR, water repellent, Emery Industries, Inc., Sanitone Div.
SANI TOP, diaper cans, diaper pails, deodorants, Sani-Top Co.
SANI-TYPE, heat reclaimer, Patterson-Kelley Co., Inc.
SANI-WHITE, bleach, G. S. Robins & Co.
SAPOTEX, soap compound, G. S. Robins & Co.
SAPPHIRE, stripper and stain remover, Lewis National Co.
SARCO, steam traps, temperature regulators, Sarco Co., Inc.
SARCOCIDE, sour, Slater-Robins Co., Inc.
SARCO-CONCENTRATE, paint and grease remover, Slater-Robbins Co., Inc.
SARCOFLOW, balancing fittings, Sarco Co., Inc.
SARCO-MIST, moth spray, Slater-Robbins Co., Inc.
SARCOSTAT, motor-operated valve, Sarco Co., Inc.
SARCO-SOL, paint and grease remover, Slater-Robbins Co., Inc.
SARCO-TEX, wetcleaning detergent, Slater Robbins Co., Inc.
SARCOTHERM, weather compensated controls, Sarco Co., Inc.
SATINETTE, combination starch, Keever Starch Co.
SAV-A-LOAD, extractor covers, F. H. Bonn Co.
SAVO, 92% powder soap, John T. Stanley Co., Inc.
SAVONOL, wet spotter, Patek & Co.
SAVOY, zippers and zipper parts, B. & G. Lieberman Co.
SAXMAYER, tying machines, National Bundle Tyer Co.
SCALE-I-CATER, boiler compound, W. F. Johnson Products Co.
SCHAUB, boiler feed and condensation return systems., Fred H. Schaub Engineering Co., Inc.
SCHRAMM, air compressors, Schramm, Inc.
SCIENTIFIC, boiler water treatment, Scientific Boiler Water Conditioning Co.
SCOT, shirt packers, MacDonald Services.
SCOTCH-MUND, boilers, Mund Boilers, Inc.
SCOTSMAN, washers, Ayr-Mor Machinery Co., Inc.
SCOTTIE, JR., high-pressure riveted boilers, Kewanee Boiler Corp.
SCRAM BLOOD, spotting agents, Warco Laboratories
SCRUB, spot remover, Starr Soap & Chemical Co., Inc.
SCRUB-O-MATIC, garment scrubber, Hopkins Equipment Co.
SD-130, drycleaning tumbler, Hoyt Mfg. Corp.
SEABLUE, blue, Speare Co.
SEA FOAM, soap powder, Colgate-Palmolive Co.
SEALED POWER, totally enclosed fan-cooled motors, Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works
SEAL MASTER, ball bearings, Stephens-Adamson Mfg. Co.
SEAL SILICATE, silicate adhesive, Philadelphia Quartz Co.
S.E.B. CONCENTRATED, silk and wool soap, E. F. Drew & Co., Inc.
SEC, combination washer extractors, solvent coolers, filters, press, solvent recovery units, Sec-O-Matic Corp.
SEC-CLEANIZED, drycleaning process, Sec-O-Matic Corp.
SECCO, dry water repellent, Patek & Co.
SECTOFOG, moth protection by fogging, Fumol Corp.
SECURITY, marking pins, Risdon Mfg. Co.
SECURITY A-1, lusterizing formula, fur glaze aerosol type, Security Fur Seal Co., Inc.
SEE-SAFE, plastic storage and blanket bags, Mehl Mfg. Co.
SELECTRO, washer control, American Laundry Machinery Co.
SELF-SEAL, adhesive shirt bands, National Paper Band Co.
SELF SERVICE ASSEMBLY, F. W. I. padding (nylon & cotton), Gibraltar Fabrics, Inc.
SELF-STICK, shirt bands, Phoenix Products Co.
SELLERS, steam boilers, open return systems, Sellers Engineering Co.
SENECA, soap, Lewis National Corp.
SENECA, starch, H. Kohnstamm & Co., Inc.
SENIOR, lubricators, Lunkenheimer Co.
SENSIMATIC, accounting machines, Burroughs Adding Machine Co.
SENSITROL, relay, Weston Electrical Instrument Corp.
SEQUESTRENE, water softener, Alrose Chemi-
SENTINEL, oil cup, Lunkenheimer Co.
SEPTO, sour, Diamond Alkali Co.
cal Co., Div. Geigy Chemical Corp.
SERDEX, gauges, solvent humidity control, Serdex & Co.
SERVIS RECORDER, time and truck recorders, Service Recorder Co.
SESQUILATE, laundry detergent, Diamond Alkali Co.
7-B, synthetic drycleaning unit, Prosperity Co., Inc.
7C, drycleaning presses, Prosperity Co., Inc.
1707, blue, H. Kohnstamm & Co., Inc.
727, curtain and blanket wetcleaning product for wheel washing, Caled Products Co., Inc.
722, rug and carpet soap, Caled Products Co., Inc.
SHAMROCK, canvas baskets, hampers, trucks, Meese, Inc.
SHAN-ELL, printed cellophane bags, laundry packaging supplies, Ellenbogen & Shannon, Inc.
SHAW, collar edger, Reed Mfg. Co.
SHEDITE, waterproof belt cement, I. B. Williams & Sons
SHEEN, sizing, Patek & Co.
SHEER-MAGIC, drycleaning size, Ellenbogen & Shannon, Inc.
SHELBY, tubing, National Tube Co.
SHELF-TYPE, trucks, Market Forge Co.
SHELL, naphtha, stain remover, Shell Oil Co., Inc.
SHELL-SOL, naphtha, petroleum solvent, Shell Oil Co., Inc.
SHELL TOX, insecticide, Shell Oil Co., Inc.
SHERWIN-WILLIAMS, paints, varnishes, enamels, lacquers for maintenance purposes, Sherwin-Williams Co.
SHIELDS, drycleaning units, reclaimers, tubular filters, Shields Engineering & Mfg. Co.
SHINE BRIGHT, liquid scrubbing soap, Hild Floor Machine Co.
SHIPSAFE, bags, Lanning Bag & Specialty Co.
SHIRLAN, textile fungicides, E. I. du Pont de Nemours & Co., Inc.
SHIRTAINER, shirt packaging, Loroco Industries, Inc.
SHIRT BIN, for conveying shirts, J. W. Steele & Co.
SHIRT CHUTE, metal chute for shirt handling, Rosenthal Mfg. Co.
SHIRT PAX, combination shirt board, collar support and box, Package Masters, Inc.
SHIRTRANSPORT, shirt transporter, Bishop David Freeman Co.
SHIRT TRUX, steel shirt bins, Time Savers, Inc.
SHIRT-V-LOPE, printed cellophane shirt bag, Lee Converters, Inc.
SHIRT-U-VEYOR, call office conveyor—shirts, White Machine Co., Inc.
SHOO, odor destroyer, Caled Products Co., Inc.
SHOWERFEED, floor, rug and carpet scrubbing machines, Hild Floor Machine Co.
SHOWER-PRUF, water repellent, Adco, Inc.
SHREDDED, 88% flake soap, John T. Stanley Co., Inc.
SIBUR, mothproofing agent, Sibur Mothproofing Co.
SIDE AISLE, truck bodies, Montpelier Mfg. Co.
SIEBRING, electromatic steam boiler, Siebring Mfg. Co.
SIGNAL, flameproof, insecticide, Signal Chemical Mfg. Co.
SILENT SERF, portable vacuum cleaner, Certified Chemical & Equipment Co.
SIL-EX, black metal washer, Gross Machinery Co., Inc.
SILICON, spun nylon press cover, Phoenix Supply Co.
SILIC-O-NECTIC, time delay relays, Heinemann Electric Co.
SILKANWOOL, silk and wool soap, North Coast Chemical & Soap Works
SILK AND WOOL SOAP, cocoanut oil soap, Patek & Co.
SILTEX, FLAKES, medium-titer soap, Allen B. Wrisley Co.
SILVER KOTE, lacquer, Pittsburgh Waterproof Co.
SILVER LABELS, hatters equipment and supplies, National Hatters Supply Co.
SILVER LEAF, nets, Southern Mills, Inc.
SILVERLINK, roller chains, sprockets, Link-Belt Co.
SILVERSEAL, colored specialty tapes, Gummed Tape & Devices Co.
SILVERSHINE, galvanized garment hangers-U. S. Metals Corp.
SILVERSTREAK, silent chain drives, Link-Belt Co.
SILVERTEEN, wire hangers, Academy Hanger Co., Inc.
SILVERTINE, straight, safety pins, Vail Mfg. Co.
SILVERTOP, steam trap, V. D. Anderson Co.
SIMCO, static eliminators, Simco Co.
SIMMONS, cuff and tag tacking machines, Simmons Machine Co.
SIMMONS ELECTRO-MEND, mending and patching machines, Simmons Machine Co.
SIMPLEX, break powder, H. Kohnstamm & Co., Inc.
SIMPLEX, laundry tumblers, extractors and washers, flatwork ironers, drycleaning tumblers, Ironer Div., Speed Queen Corp.
SIMPLEX, office machines, time recorders, Simplex Time Recorder Co.
SIMPLEX, oil burners, Simplex Oil Heating Corp.
SINGER, sewing machines, accessories, Singer Sewing Machine Co.
SIPON, wetcleaning detergent, American Alcolac Corp.
SIRCO, tropical nut shells for fur cleaning, Bernard Sirotta Co.
SIRCO FUME, liquid fumigating gas, Bernard Sirotta Co.
6-T, benzine soap, Midland Color & Chemical Co.
630, paste type drycleaning soaps for caustic or distillation clarification systems, Caled Products Co., Inc.
60 SECOND, solvent, Superior Products Co.
SIZ-A-TIZE, liquid dry sizing, Dixo Co.
SIZE, water-soluble size finish, Davies-Young Soap Co.
SIZE-ALL, liquid sizing, Keystone Aniline & Chemical Co., Inc.
SIZEOFF, enzyme desizing agent, Takamine Laboratory, Inc.
SIZ-IN, hat sizing, Greenville Chemical Co.
SKELLYSOLVE, petroleum solvents, Skelly Oil Co.
SKIRT KLIPS, skirt clips, West Side Corp.
SKORTEX, wetcleaning compound, Wyandotte Chemicals Corp.
SKY ROCKET, extractors, Hammond Laundry-Cleaning Machinery Co.
SKYTINT, liquid laundry blue, Kliegman Bros., Inc.
SLACKS SAKS, trouser bags, Phoenix Products Co.
SLICKER, wire brushes, American Pressboard Co., Inc.
SLIP EASY BRAND, motor oil, boiler and roofing materials, Riverside Chemical Co., Inc.
SLIP-IN, collar protectors, Phoenix Products Co.
SLIP-KNOT, belt dressing, Webb Belting & Supply Co.
SLIP-NOT, special tanned leather belting, Milwaukee Leather Belting Co.
SLIP-ON, hanger shields, Academy Paper Box Co.
SLIP-ON, hanger shields, Larton Products Co. Inc.
SLIP-ON, sleeve press covers, F. H. Bonn Co.
SL-230, tumbler, laundry, rug & carpet, Hoyt Mfg. Co.
SLYDE-OUT, washer, Troy Laundry Machinery Div., American Machine & Metals, Inc.
SMASH, break powder, Minnesota Chemical Co.
SMOOTH-TEX, press cloth, feed ribbons, Pittsburgh Waterproof Co.
SNAG-PRUF, zippers and zipper repair kits, Steven, Michael Corp.
SNA-PON, trouser guards, Tillery Container Corp.
SNAP-TITE, cover-cloth clamp, J. W. Steele & Co.
SNO MUD CHIEF, truck tires, Mohawk Rubber Co.
SNOWFINE CRYSTALS, alkali cleanser, Solvay Process Div., Allied Chemical & Dye Corp.
SNOWFLAKE CRYSTALS, sodium sesquicarbonate, Solvay Process Div., Allied Chemical & Dye Corp.
SOAP-O-MATIC, soap dispenser, Hopkins Equipment Co.
SOAPRITE, soap, Lewis National Corp.
SOFTEE, pressure and vacuum filters, Hammond Laundry-Cleaning Machinery Co.
SOFTEY, diapers, Sani-Top Co.
SO-GO, wetcleaning soap, A. L. Wilson Chemical Co.
SOILSORB, rag and overall detergent, Cowles Chemical Co.
SO-KLEEN PENETRANT, drycleaning detergent, Merson Products Co.
SO KLEEN SY, synthetic drycleaning soap, Merson Products Co.
SOLAR, laundry, rug, carpet and wetcleaning soaps, Swift & Co.
SOLARINSE, optical whitener, Carlton Chemical Co., Inc.
SOLARSUDS, detergent, Carlton Chemical Co., Inc.
SOLBLUE, blue, Speare Co.
SOL BREAK, break powder, Lewis National Corp.
SOLBUMEN, spotting agent, Eaton Chemical & Dyestuff Co.
SOLGON, paint remover, Lewis National Corp.
SOLID CURB, laundry, drycleaning extractors, American Laundry Machinery Co.
SOLIT-AYR, washers, tumblers, extractors, Ayr-Mor Machinery Co., Inc.
SOLIVE, soaps, Lewis National Corp.
SOLOZONE, sodium peroxide, E. I. du Pont de Nemours & Co., Inc.
SOL-SIL-ATE, alkali soap builder, Lewis National Corp.
SOL-SIL-ATE, special alkali compounds, Speare Co.
SOL SOUR, sour, Lewis National Corp.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

SOL SUDS, soap, Lewis National Corp.
SOL-TEMP, solvent temperature control unit, Benton Bros.
SOLTEX, drycleaning detergent, Riverside Mfg. Co.
SOLUBON, textile dyeing assistants, American Aniline Products, Inc.
SOL-U-LUBE, neutral lubricant, Huntington Laboratories, Inc.
SOL-U-NESE, dry and wet spotter, Huntington Laboratories, Inc.
SOL-U SOAP, drycleaning soap, Huntington Laboratories, Inc.
SOLV-AIRE, synthetic solvent recovery unit, New England Trawler Equipment Co.
SOLVATONE, solvent, Carbide & Carbon Chemical Corp., Unit of Union Carbide & Carbon Corp.
SOLVATROL, drycleaning unit, Shields Engineering & Manufacturing Co.
SOLVENIZED, tire rebuilding and repair material, Mohawk Rubber Co.
SOLVENT SAVER, solvent recovery unit, Vic Cleaning Machine Co.
SOLVENT-STILL, distills synthetic solvents, Detrex Corp.
SOLVEX, spotting agent, Spix Products Co.
SOL-VIC, drycleaning unit for use with petroleum solvent, Vic Cleaning Machine Co.
SOLVINK, ink, paint, rust, blood stain remover Greenville Chemical Co.
SOLVINOL, spotting soap, Keystone Aniline & Chemical Co., Inc
SOLV-O-MARK, indelible marking pen, Mark-O Corp.
SOLVO-MISER, solvent recovery unit, Hoyt Mfg. Corp.
SOL-VO-RUST, sour, Thompson-Hayward Chemical Co.
SOLVO-STAT, solvent conditioner, Hoyt Mfg. Corp.
SOLZYME, digestive agent, Lewis National Corp.
SOME'S, uniforms, badges, embroidered emblems, Some's Terminal Uniforms
SONOMOR, safety and straight pins, wire garment hangers, William Prym, Inc.
SOPE BRAKE, break compound, Patek & Co.
SORBIT, wetting agent, Alrose Chemical Co.
SOURFLO, laundry sour, Wyandotte Chemicals Corp.
SOURTEC, sour, Wyandotte Chemicals Corp.
SOUTHDOWN, diapers, George Wood, Sons & Co.
SOUTHEASTERN, laundry textiles, Southeastern Textile Co.
SOUTHERN COLONEL, sponge press pads, Southern Mills, Inc.
SOUTHLAND, cellophane bags, Southland Enterprises
SOVASOL 3, Stoddard petroleum solvent, Socony-Vacuum Oil Co., Inc.
SOVASOL 140, petroleum safety solvent, Socony-Vacuum Oil Co., Inc.
SOYDOL, soap concentrate, A. F. Wolke Co.
SPACEMASTER, stacker, Lewis-Shepard Products, Inc.
SPAN, emulsifier wetting agent, Atlas Powder Co., Industrial Chemicals Dept.
SPARKETTE, detergent, Pennsylvania Salt Mfg. Co.
SPARKLE, chlorophyll deodorant concentrate, American Mothproofing Co.
SPARKLE, drycleaning soap, Starr Soap & Chemical Co., Inc.
SPARKLEAN, drycleaning detergent, Cidex Corp.
SPARKOLOR, detergent emulsifier, Cidex Corp.
SPARTAN, flat and block leather V belt, leather packings, Graton & Knight Co.
SPARATAN, nets, Egan Cotton Mills
SPEARE'S, blues, Lewis National Corp.
SPECIAL EXTRACTOR, leather belt, Webb Belting & Supply Co.
SPECIAL FINISH, starch, A. E. Staley Mfg. Co.
SPECIAL IRONER OIL, cleans, polishes and lubricates flatwork ironers, College Chemcial Co.
SPECIAL PER, hot synthetic drycleaning unit, Vic Cleaning Machine Co.
SPECIAL SOUR, laundry sour, Keever Starch Co.
SPECIALTY, garment bagging device, Specialty Devices Co.
SPEED-BAGGER, bagging device, Para-Lux Products Co.
SPEEDEE, drying cabinets, Hammond Laundry-Cleaning Machinery Co
SPEE-DEE, paint and grease remover, Adco, Inc.
SPEEDEX, extractor, Zephyr Laundry Machinery Co.
SPEEDIE, automatic tape sealing machine, Time Savers, Inc.
SPEED-FIBRE, day tags, Market Industries Co., Inc.
SPEEDISETS, sales and record forms, Moore Business Forms, Inc.
SPEED KING, tumblers, Hammond Laundry-Cleaning Machinery Co.
SPEEDLIFT, trucks, Lewis-Shepard Products, Inc.
SPEEDLINE, ironers, Troy Laundry Machinery Div., American Machine & Metals, Inc.
SPEEDMASTER, rug scrubber, Certified Chemical & Equipment Co.
SPEEDMASTER, stackers and portable elevators, Lewis-Shepard Products, Inc.
SPEEDPLUS, filter powder, Dicalite Div., Great Lakes Carbon Corp.
SPEED SET, variable numbering machines, American Numbering Machine Co.
SPEE-D-SHIRT PAK, shirt package, Para-Lux Products Co.
SPEEDS-IT, prespotter, G. & G. Chemical Co.
SPEED-SIZE, "in the wheel" dry fabric sizing for cleaners, Lustrol Drycleaning Products, Div. Patek & Co.
SPEEDSTER, extractor, washers, Prosperity Co., Inc.
SPEEDUX DIPMASTER, water-repellent dip tanks, Devere Co.
SPEED-VAN, delivery trucks, Linn Coach & Truck Div., Great American Industries, Inc.
SPEEDWAY, all-purpose spray type spotter and stain remover, Speedway Chemical Co.
SPEEDWAY, washer, tumblers, starch cookers, truck tubs, Industrial Laundry Machinery Co., Inc.
SPEEDY, washers, driers, water heaters, drycleaning machines, Speedy Washer Mfg. Co.
SPEEDYLECTRIC, steam generators, Pantex Mfg. Co.
SPEEDY-SET, automatic lock bottom carton, Cornell Paperboard Products Co.
SPHERO, iron ball valves, Fairbanks Co.
SPHINX, starch, Arabol Mfg. Co.
SPIRO, steam hot water heaters and nursers, David Stout & Sons
SPIX, prespotter, drycleaning and suede soap, hand cream, Spix Products Co.
SPORTFOLIOS, sport shirt package, Package Masters, Inc.
SPORT PAX, window envelope for packaging of sport shirts, Time Savers, Inc.
SPORTLIGHT, sport-shirt folding board, Key-Tag Checking System Co.
SPORT SHIRT, press unit, American Laundry Machinery Co.
SPORTSTER, shirt folder, Time Savers, Inc.
SPOTLESS, paste drycleaning soap, National Cleaners Chemical Mfg. Co.
SPOTLESS CHLOROFORM, substitute for chloroform, Slater-Robbins Co. Inc.
SPOTLESS SIZE, synthetic sizing, Slater-Robbins Co. Inc.
SPOTOUT, spotting aids, Kennedy Products Co.
SPOTS-GO, spotting agent, paint, oil and grease remover, A. L. Wilson Chemical Co.
SPOTTERS FRIEND, wet spotter, Smith Bros. Co.
SPOT-X, prespotter, Huntington Laboratories, Inc.
SPRAY DREST, liquid spray finish for suedes or smooth leathers, Caled Products Co., Inc.
SPRAY-MASTER, spray gun, Cleaners Specialties Supplies Co.
SPRAY MIX, coating refractory, Mexico Refractories Co.
SPREE, prespotter, spray spotter, Edelmuth Mfg. Chemists
SPUNYLON, nylon net, Carson Textile Co., Inc.
SPURT, blood remover, Patek & Co.
SQUARE-HEAT, steel boiler, coal, oil, gas stoker, Kewanee Boiler Corp.
SQUIRES, reducing and registering valves, C. E. Squires Co.
SS COMPOUND, washing compounds, Lewis National Corp.
STABILON, textile dyeing assistants, American Aniline Products, Inc.
STACK-EM, hanger rack, Time Savers, Inc.
STACKRITE, flatwork stacker, American Laundry Machinery Co.
STA-DAMP, plastic basket liners, Zuckerberg Co.
STADLUBE, starch lubricant, Stadham Co., Inc.
STAD-SPUN, spun treated nylon cloth, Stadham Co., Inc.
STADTAPE, flatwork ironer tape, Stadham Co., Inc.
STAD-TEX, treated nylon cloth, Stadham Co., Inc.
STADWAX, ironer oil, powedered wax, Stadham Co., Inc.
STAG BRAND, press covers, aprons, bags, feed ribbons, Pittsburgh Waterproof Co.
STAGG, spotting aids G & G Chemical Co.
STAIN-A-WAY, oxidized-stain remover, Warco Laboratories
STAINEX, laundry sour, Keever Starch Co.
STAIN-O-GO, spot remover, Dello Products Co.
STAIZ, collar supports, Time Savers, Inc.
STANCO-A, blues, sours, Keever Starch Co.
STANDARD, laundry, drycleaning machinery, Standard Laundry & Cleaning Machinery Co.
STANDARD, pin carrier, Keyes-Davis Co.
STANDARD, press pads, Resillo Co.
STANDARD, record system, Standard Register Co.
STANDARD, shirt sorting bin on casters, Time Savers, Inc.
STANDARD, shirt unit, Proseperity Co., Inc.
STANDARD, valves, W. M. Chace Co.
STANDARD FLAKE SOAP, NO. 1, soap, Standard Soap Co. of Camden
STANDARD KING, net pins, Keyes-Davis Co.
STANDATROL, air-operated relay, Bailey Meter Co.
STANDCO, speed indicators, techometers, Herman H. Sticht Co., Inc.
STAND-EZE, floor mat, Colonial Rubber Co.
STAN-O-MATIC, petroleum and synthetic drycleaning units; petroleum washer-extractor combination, Standard Laundry & Cleaning Machinery Co.
STANORUST, rust preventative, Standard Oil Co.
STANOX, hot-water built soap, John T. Stanley Co., Inc.
STANSO, cleaning chemicals, detergents, Standard Soap Co., Div. Concord Chemical Co., Inc.
STANSO TEX OIL, sulphonated oils, turkey red oil, Standard Soap Co., Div. Concord Chemical Co., Inc.
STANTEX, press and cover cloth, John T. Stanley Co., Inc.
STA-NU PROCESS, fabric-renewing compound introduced through steam line, Sta-Nu Corp.
STAPEX, starch, A. E. Staley Mfg. Co.
STAPL-TITE, marking tags, Liberty Marking Tag Co., Inc.
STARCHTEX, starch lubricant, Lewis National Corp.
STAR DOWN, diapers, George Wood, Sons & Co.
STA-RITE, collar supports, shoulder shields, trouser guards, tie holders, industrial aprons, Hodge, Farwell & Co.
STARR-BRITE, wetcleaning soap, Starr Soap & Chemical Co.
STAR SERVICE, wire hangers, Star Service Hanger Div., L. A. Young Spring & Wire Corp.
STARTEX, break compound, H. Kohnstamm & Co., Inc.
STATICOL, static control, drycleaning, R. R. Street & Co., Inc.
STA-VENT CLAMPS, accessory to steam-air finishers, Wichita Precision Tool Co., Inc.
STAY-FRESH, finishing process, Stay-Fresh Corp.
STAY-PUT, adhesive collar stays, Story Mfg. Co.
STAZUP, collar supports, Alfred J. Brooks
STEAM-AIRE, garment finishers, Pantex Mfg. Corp.
STEAMAIRE, unit heater, Young Radiator Co.
STEAMASTER, boilers, return systems, Steamaster Automatic Boiler Co.
STEAM BOILER PLANT, boilers, Eclipse Fuel Engineering Co.
STEAM-FLEX, press connectors, Flexonics Corp.
STEAM FLOW, pads, Resillo Co.
STEAM FLOW, rubber press pad, Newhouse Co.
STEAMIN STEVE, portable electric steam generator, Electric Steam Boiler Sales, Div. Wolf Co.
STEAM-PAK, packaged steam generators, York-Shipley, Inc.
STEAMTITE, flexible metal connector for laundry and pressing machines, American Brass Co., American Metal Hose Branch
STEDY-FLO, filter system for synthetic solvent machines, Detrex Corp.
STEELCOTE, paint varnishes, waterproofing, Steelcote Mfg. Co.
STEELCURB, laundry extractor, U. S. Hoffman Machinery Corp.
STEELE BIN, shirt carrier, J. W. Steele & Co.
STEELE GLIDER IRON, electric iron, J. W. Steele & Co.
STEELELOX, self-locking shirt band, J. W. Steele & Co.
STEEM, neutral lubricant for steam spotting, Caled Products Co., Inc.
STEEM-ATIC, vertical water tube boiler, Kisco Boiler & Engineering Co.
STEIN, add-a-section finishers' tables, Lawrence M. Stein Co.
STEIN, cuff tacker, Stein Specialty Co.
STEINER, paper towels, soap dispensers, toilet soap, Steiner Sales Co.
STELLAR, filter, Infilco, Inc.
STEMALLOY, patented silicon bronze alloy, Lunkenheimer Co.
STERI-CHLOR, deodorizer and germicide, Wyandotte Chemicals Corp.
STERICLEAN, moth repellent sour, Johnson Chemicals Industries, Inc.
STERLCO, pumps, traps, controls, regulators, Sterling, Inc.
STERLING, solvent conditioner, Sterling Air Conditioning Corp.
STERLING, corn starch, Keever Starch Co.
STERLING, pumps, boiler, Sterling Engineering & Mfg. Co.
STERLING, salt, salt tablets, dispensers, International Salt Co.
STEVEDORE, JR., conveyor, Rapids-Standard Co., Inc.
STEVENSON, automatic counting machine, Stevenson Co.
STEWART-WARNER, instruments, Stewart-Warner Corp., Alemite Corp.
STIK-TITE, belt cement, Milwaukee Leather Belting Co.
STILLSON-GENUINE, wrench, Walworth Co.
STILL-TEMP, still temperature control, Aquatrol, Inc. (Specialties Div.)
STOD-SOL, Stoddard solvent, Anderson-Prichard Oil Corp.
STONE, package boiler, built-in return system, Stone Boiler Equipment Corp.
STONEWALL, fans, Stonewall Sales Co.
STORAGEMASTER, vault-conditioning equipment, Walter Haertel Co.
STOR-U-VEYOR, automatic call-office conveyor, White Machine Co., Inc.
STOVER, water softeners, pressure filters, Stover Water Softener Co.
STOWE STOKERS, industrial stokers, Johnson & Jennings Co.
STRATE, special drycleaning detergent, Spix Products Co.
STREAMLINE, chest-type flatwork ironer, American Laundry Machinery Co.
STREAMLINED LABELORS, moistening machine Better Packages, Inc.
STREAMLINER, continuous towel cabinet, Steiner Sales Co.
STREEPENE, stripper, R. R. Street & Co., Inc.
STREET, automatic conductivity control unit, R. R. Street & Co., Inc.
STRESSITE, solid bronze machine parts, Amplex Div., Chrysler Corp.
STRETCH-ALL, garment stretchers, tie forms, sleeve finishing boards, sleeve forms, Jack Hodges Specialty Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

STRIDE, paint, oil and grease remover, Lustrol Drycleaning Products, Div. Patek & Co.
STRIKE'S hydraulic extractor, Strike's Laundry Machinery, Inc.
STRIPALENE-O stripper, Keystone Aniline & Chemical Co., Inc.
STRIP-D-LUX, stripping agent, Warco Laboratories
STRIPEX, strippers, Package Chemical Co., Inc.
STRIP INK, ink remover, Slater-Robbins Co., Inc.
STRIPMASTER, wire strippers, Ideal Industries, Inc.
STRIPP, powdered stripper and bleach, G & G Chemical Co.
STRIPPET, strippers, Package Chemical Co., Inc.
STRIPPIT, stain remover, stripper, Kliegman Bros., Inc.
STRIPPOLYTE, dye remover, Slater-Robbins Co. Inc.
STRIP-STICK, stripper, National Cleaners Chemical Mfg. Co.
STRIPTEX, powdered stripper, Hood Chemical Co., Inc., Crescent Div.
STROMBERG, time clocks, Stromberg Time Corp.
STRONG, steam specialties, Strong, Carlisle & Hammond Co.
STRONG-WAL, pliofilm and paper combination bags, Comet Envelope & Paper Co., Inc.
STURDI-BILT, metal laundry washer, Jensen Mfg. Co.
STYLOGRAMS, simulated paper handkerchief printed with sales message, Nashua Corp., Sure-Hold Div.
SUBMERSION, gas/oil boilers, gas/oil burners, gas/oil water heaters, David Stout & Sons
SUDS, paste drycleaning soap, Adco, Inc.
SUDSO, soap builder, Washine National Sands, Inc.
SUDSRITE, high-titer built soap, New South Mfg. Co., Inc.
SUDSYN, sudsy synthetic solvent, E. F. Drew & Co., Inc.
SUEDECARE, leather cleaning process, Suedecare, Inc.
SUEDE KING, leather and suede cleaning method, Suede King
SUIAP, accounts receivable system, Remington Rand, Inc.
SUITANDRESS, hangers, Cleaners Hanger Co.
SULFACO, wetcleaner, R. R. Street & Co., Inc.
SULFOSUDS, soapless soap, Merson Products Co.
SULFSTAD, synthetic detergent, Stadham Co., Inc.
SULPHOGEN, spotting compound, Riverside Mfg. Co.
SULPHOTEX, detergent, soaps, Keystone Aniline & Chemical Co., Inc.
SULVA, soapless wet cleaner, G & G Chemical Co.
SUN, paste filter soap, Adco, Inc.
SUNBEAM, automatic clothes-lifting basket liner, Cleaners Specialties Supplies Co.
SUNBEAM, blue, Speare Co.
SUN-PROOF, paint, Pittsburgh Plate Glass Co., Paint Div.
SUNSET, blueing and color remover, stripper, North American Dye Corp.
SUNSET DYTINT, dye for use in washing machines, North American Dye Corp.
SUNSET DYWHITE, whitener for use in washing machines, North American Dye Corp.
SUPER, laundry machinery, Super Laundry Machinery Co., Div. St. Joe Machines, Inc.
SUPER, shirt sorting bin on casters, Time Savers, Inc.
SUPER ALKALI 60, alkali compound, Solvay Process Div., Allied Chemical & Dye Corp.
SUPERBELT, leather belting, Philadelphia Belting Co.
SUPERBILD, soap builder, Solvay Process Div., Allied Chemical & Dye Corp.
SUPER C, non-ionic soap dry dry charge systems, Caled Products Co., Inc.
SUPER CHIEF, truck tires, tire repair material, Mohawk Rubber Co.
SUPERCHLOR, bleach, Patterson Laboratories, Inc.
SUPER-CLEAR, rust-removing sour, Johnson Chemical Industries, Inc.
SUPER DETERGENT, detergent-type drycleaning soap, National Cleaners Chemical Mfg. Co.
SUPER DRY-O-MATIC, signal and alarm control for tumblers, Rosenthal Mfg. Co.
SUPER-ELCONITE, high-capacity greensand zeolite, Elgin Softener Corp.
SUPERFINE, laundry starch, Washine National Sands, Inc.
SUPER FURNAS-CRETE, castable refractory, Mexico Refractories Co.
SUPERGAUGE, gauges, U. S. Gauge Div., American Machine & Metals, Inc.
SUPER HIDING, interior white, U. S. Gutta Percha Paint Co.
SUPER-HILO, powder, built soda soap, Armour & Co.
SUPER HILOSET, temperature bonding mortar, Mexico Refractories Co.
SUPER ILLUMINATORS, incandescent lighting equipment, Edwin F. Guth Co.
SUPER-JET, built soap, and nonionic synthetic, Armour & Co.
SUPERIOR, crush-proof sorting hooks, lint traps, V & W Equipment Co.
SUPERIOR, laundry nets, Fablok Mills, Inc.
SUPERIOR, marking machines, Textile Machinery Co., Inc.
SUPERIOR, regulator, thermostat, trycock, water gauge valve, steam valve, Superior Controls Co., Inc.
SUPERIOR, rug cleaning machinery and accessories, Superior Rug Machinery Co.
SUPERIOR, steam generators, Superior Combustion Industries, Inc.
SUPERKLEEN, laundry alkali, Washine National Sands, Inc.
SUPER-MATIC, boilers, Eclipse Fuel Engineering Co.
SUPERMATIC, doors, overhead and electric, National Pneumatic Co., Inc.
SUPER-MERCURY, extractors, Troy Laundry Machinery Div., American Machine & Metals, Inc.
SUPER-MIRZA, automatic rug cleaning machine, American Laundry Machinery Co.
SUPER MONO-FIBRIK, plastic firebrick, Mexico Refractories Co.
SUPER MULTIFLEX, calcium carbonate, Diamond Alkali Co.
SUPER OILITE, ferrous-base lubricating bearings, Amplex Div., Chrysler Corp.
SUPER ORTH, anhydrous orthosilicate, Washine National Sands, Inc.
SUPERPACKING, leather packings, Philadelphia Belting Co.
SUPER-PLASTIC, refractory materials, A. P. Green Fire Brick Co.
SUPER PURGO, soap builder, Minnesota Chemical Co.
SUPER SHEEN, alkali cleanser, Solvay Process Div., Allied Chemical & Dye Corp.
SUPERSILICATE, detergent, Diamond Alkali Co.
SUPER SILVERTOP, steam traps, strainers, traps, V. D. Anderson Co.
SUPER-SOL, prespotter, National Cleaners Chemical Mfg. Co.
SUPER-SOLTEX, drycleaning detergent, Riverside Mfg. Co.
SUPERSOUR, highly soluble laundry sour, Speedlite Chemicals Co., Div. Patek & Co.
SUPER-SPEED, drycleaning tumbler, American Laundry Machinery Co.
SUPER SPOTTER, all-purpose spotter, Lustrol Drycleaning Products, Div. Patek & Co.
SUPER STEEL, pins, safety pins, William Prym, Inc
SUPER SYLON, flatwork ironer, American Laundry Machinery Co.
SUPER-TEX, detergent, Nu-Pro Mfg. Co.
SUPER-VAC, rug cleaning suction machine, American Laundry Machinery Co.
SUPER-WEAR, press covers, Gustin Kramer Co.
SUPER X, break powder, Speare Co.
SUPER-ZARMO, air-driven laundry presses, American Laundry Machinery Co.
SUPER-ZARMOETTE, air-driven laundry presses, American Laundry Machinery Co.
SUPER-ZORIC, drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
SUPREME, laundry starch, Clinton Foods Inc.
SUPREME, water softeners and filters, Bruner Corp.
SURE-FLO, ironer wax, Johnson Chemical Industries, Inc.
SURE-GRIP, V-groove sheaves, flat belt pulleys, rubber V-belts, T. B. Wood's Sons Co.
SURE-HOLD, paper specialties, wrappers, Nashua Corp., Sure-Hold Div.
SURELOC, aluminum collar and cuff fasteners, Sureloc Paper Clip Co.
SURE-RETURN, condensation pumps, Chicago Pump Co.
SURE-RINSE, rinsing aid, Johnson Chemical Industries, Inc.
SURFCO SHIELD, silicone type colorless water repellent, Surface Protection Corp.
SURFEX, calcium carbonate, Diamond Alkali Co.
SURFEX MM, calcium carobnate, Diamond Alkali Co.
SUSPENSO, calcium carbonate, Diamond Alkali Co.
SUSSMAN, steam iron, Automatic Steam Products Corp.
SUZIE-Q, garment finisher and fabric conditioner, Excelsior Machinery Co.
SWAGELOK, reducer fitting for tubing, Crawford Fitting Co.
SWAN, valves, Klipfel Mfg. Co.
SWANEE, cover duck, Minnesota Chemical Co.
SWANSDOWN, calcium carbonate, Diamond Alkali Co.
SWEETHEART, franchised home linen rental service, advertising materials, Linen Suppliers Advertising Corp.
SWIFT, soaps, Swift & Co.
SWIFT'S COLDWATER SOAP, built cold water soap, Swift & Co.
SWIVELOADER, box or car loaders, Stephens-Adamson Mfg. Co.
SWIV-O-HOOK, hangers, Garment Hanger Co.
SYLON, chest-type flatwork ironer, American Laundry Machinery Co.
SYLVANIA, cellophane, Sylvania Div., American Viscose Corp.
SYNASOL, solvent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
SYNCHRO-METER, electric telemeter, Bailey Meter Co.
SYNCHRO-VALVE, diaphragm control valve, Bristol Co.
SYNDEET, insecticide, U. S. Rubber Co.
SYNDET, synthetic detergent, West Side Corp.
SYNFLEX, outside and interior enamel, Midland Paint & Varnish Co.
SYN-KLEEN, synthetic detergent, G. S. Robins & Co.
SYNSO, synthetic drycleaning soap, Nu-Pro Mfg. Co.
SYNSUDS, soap, H. Kohnstamm & Co., Inc.
SYN-SUDS, synthetic detergent, G. S. Robins & Co.
SYNSUDS, synthetic soap powder, Trico Chemical Div., Tri-State Equipment Co.
SYNTHEEL, liquid filter soap, National Cleaners Chemical Mfg. Co.
SYNTHESOL-100, drycleaning soap for synthetic solvent, Patek & Co.
SYNTHITE, zeolite, Hungerford & Terry, Inc.
SYNTHO, soap for chlorinated solvents, National Cleaners Chemical Mfg. Co.
SYNTH-O-SAVER, solvent recovery unit, Detrex Corp.
SYNTHO SUDS, synthetic soap chips, West Side Corp.
SYNTOMAT, combination washer extractor-synthetic solvent, Washex Machinery Corp.
SY PENETRANT, drycleaning detergent, Merson Products Co.

T

TDL, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
T & L COMPOUND, stain-removing laundry break, Speedlite Chemicals Co., Div. Patek & Co.
T.S.R. SET, composite 3 bottle set for removal of tannin, Warco Laboratories
TABASCO, water heaters, Kewanee Boiler Corp.
TACO, heaters, condensers, hot-water systems, Taco Heaters, Inc.
TAD, insecticides, deodorants, Tad Chemical Co., Div. Acme Industrial Compounds Corp.
TAD, tags, Boston Clip & Tag Co.
TAG-A-DAY, laundry marking tags and pins, Boston Clip & Tag Co.
TAGGER, sewing machine for tagging, Chandler Machine Co.
TAG-O-LECTRIC, marking machines, identification systems, Textile Marking Machine Co., Inc.
TAG-O-MATIC, tag making and marking machine, Textile Marking Machine Co., Inc.
TAHARA, silver burnishing machine, American Laundry Machinery Co.
TAHOE, laundry blue, Patek & Co.
TAKALAB, concentrated enzymic digestant, Takamine Laboratory, Inc.
TA-KARA-HUKS, drycleaning specialty for cleaning drapes with hooks attached, Take-Care Mfg. & Sales Co.
TAKIMERSE, enzymic digestant for bath, Takamine Laboratory, Inc.
TALASE, desizing agent, Takamine Laboratory, Inc.
TALLY, hand counter, Denominator Co., Inc.
TAN-AN-INK, ink remover, Package Chemical Co., Inc.
TANSOL, tannin stain remover, Greenville Chemical Co.
TAN-X, semi-wet stain remover, National Cleaners Chemical Mfg. Co.
TAQUET, tachometer, Herman H. Sticht Co., Inc.
TARBONIS, protective skin cream, Tarbonis Co.
TAR-GO, tar remover, A. L. Wilson Chemical Co.
TASCO, alkali (soap builder), Lewis National Corp.
TASCO TINT, blue, Lewis National Corp.
TAUBMAN, marking pen for laundries and drycleaners, Samuel Taubman & Co.
TAYLOR, stokers, American Engineering Co.
TECHNICLEAN, drycleaning soap, Fry Bros. Co.
TEJAX, valve indicator, indicating handwheels, Tejax Engineering Corp.
TELE-VUE, cellophane shirt and garment bags, Tele-Vue Packaging Products, Inc.
TELL BOARD, bulletin board, Mine Safety Appliances Co.
TELLEVEL, bin level control switches, Stephens-Adamson Mfg. Co.
TEL-U-VISION, transparent garment bags, Mehl Mfg. Co.
TEMCON, flatwork ironer, American Laundry Machinery Co.
TEN-MINIT, bleach, Warco Laboratories
10 & 20, shirt bins, Time Savers, Inc.
TERGESSOL, paint and grease remover, Slater-Robins Co. Inc.
TERGIT, spotting compound, Riverside Mfg. Co.
TERGITOL, wetting agent, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
TERJ, strong soap, Huntington Laboratories, Inc.
TER-TEX, drycleaning concentrate, Spix Products Co.
TETRA-NOVAL, wetcleaning soap, Keystone Aniline & Chemical Co., Inc.
TETRAPOL, spot washing, tar removal, General Dyestuff Corp.
TETRA-SAN, liquid detergent, Huntington Laboratories, Inc.
TEX-ALL, rug cleaner, Certified Chemical & Equipment Co.
TEXAS STOD-SOL, drycleaning naphtha, Anderson-Prichard Oil Corp.
TEX-IT, upholstery cleaner, Certified Chemical & Equipment Co.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

TEXTITE, industrial detergent, H. Kohnstamm & Co., Inc.
TEXIZE, sizing preparation, Package Chemical Co., Inc.
TEXO, laundry soap, E. F. Drew & Co., Inc.
TEXSCOUR, low-titer neutral red-oil soap flakes, Armour & Co.
TEXSOL, drycleaning detergent, Riverside Mfg. Co.
TEXTAG, drycleaners identification system, Speed Check Co., Inc.
TEXTO, glazed thread, Fleischer Mills, Inc.
TEXTURE-SAN, fabric conditioner, Huntington Laboratories, Inc.
TEXZYME, protein-removing desizing agent, Pabst Sales Co.
THANITE, insecticide concentrate, Hercules Powder Co.
THERMALITE, 1000° F.F. high heat aluminum paint, Tropical Paint & Oil Co.
THERMOCON, solvent temperature control, Mar-Mak Machinery Mfg. Co.
THERMODYNAMIC, steam trap, Sarco Co., Inc.
THERMO-HUMIDIGRAPH, combination temperature and humidity recorder, Bristol Co.
THERMOPATCH, heat sealing mending materials, Thermopatch Corp.
THERMO-SEAL, identification machine, Textile Marking Machine Co., Inc.
THERMO-SET, thermo-setting ink setter, Naticnal Marking Machine Co.
THERMOTEX, cover cloth, H. Kohnstamm & Co., Inc.
THERMOTEX, "S," heat-resistant cover cloth, H. Kohnstamm & Co., Inc.
THERMOTROL, radiator control, Sterling, Inc.
THERMO-VENTO, drying tumbler, American Laundry Machinery Co.
T-32, guntacker, Arrow Fastener Co.
THOMAS, aluminum display holders, Mulholland-Harper Co.
THOR, intermediate quality, stiff mud firebrick, Mexico Refractories Co.
THORAL, rug shampoo, Turco Products, Inc.
THREAD-TITE, anti-seize compound (stick form), pipe thread lubricant, Armite Laboratories
3B, automatic synthetic drycleaning unit, Prosperity Co., Inc.
3-B DYNAMITE, soap, Rome Soap Mfg. Co.
3-DIMENSIONAL, press covers, F. H. Bonn Co.
302 5C, cover cloths, Whitehouse Nylon Products
3-STAR, leather and waterproof leather belting, Charlotte Leather Belting Co.
328, ironer oil, John P. Lynch Co.
THRIFTEX, drycleaning soap, detergent and emulsifier, Pennsylvania Salt Mfg. Co.
THRIFTIES, collar supports, M. H. Gronauer Co.
THUR-O, rug cleaning compound, Diamond Chemical Co.
THUR-O-COLOR, cold water rug dyes, Diamond Chemical Co.
THY-MO-TROL, electronic motor control, General Electric Co.
TI-BAG, cover for Ti-Rak, Para-Lux Products Co.
TIBRODE, cotton flannel padding and nets, Tingue, Brown & Co.
TICKETAG, drycleaning identification system, "TT" TickeTag Corp.
TICOSTEAM, packaged steam generator, Titusville Iron Works Co., Div. Struther Wells Corp.
TICOTHERM, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
TIE-PAK, tie racks and bags, Phoenix Products Co.
TIGER, grease cups, Lunkenheimer Co.
TIGER, paste-type detergent, Adco, Inc.
TILTOR, shirt unit and shirt presses, American Laundry Machinery Co.
TIME-O-MATIC, timers for extractors, Rosenthal Mfg. Co.
TIME SAVERS, garment racks, trouser guards, shirt envelopes, Time Savers, Inc.
TI-ME-TER, laundry equipment timer, Bildwell Mfrs.
TIMKEN, roller bearings, tubings, Timken Roller Bearing Co.
TINDECK, double-face padding, Tingue, Brown & Co.
TINGUTEX, nylon press covers, Tingue, Brown & Co.
TINTEX, dye and dye remover, Park & Tilford
TI-RAK, necktie hanger, Para-Lux Products Co.
TITANIC, stripper, Spix Products Co.
TOKEN-TAGS, marking tags, Pre-Marked Strip Tag Co.
TOLEDO, scales, Toledo Scale Co.
TOPAZ, high-titer built soap chips, Armour & Co.
TOPS, drycleaning detergent, Nu-Pro Mfg. Co.
TOPS-ALL, prespotter, Warco Laboratories
TORK, time switches, Tork Clock Co., Inc.
TORNADO, blowers, industrial vacuum cleaners, floor machines, Breuer Electric Mfg. Co.
TORRIDOR, blower unit heater, Trane Co.
TOUCH, volatile dry spotter, G & G Chemical Co.
TRAN-CEL-SEAL, cellulose tape, Gummed Tape & Devices Co.
TRANSCOPY DUPLEX, contact printer, photographic, Remington Rand, Inc.
TRANSVEYOR, horizontal belt conveyor, Mechanical Handling Systems, Inc.
TREASURE, brass safety pins (unguarded coil), Oakville Div., Scoville Mfg. Co.
TREET-O-UNIT, constant rate proportioning pump, Proportioneers, Inc.
TRENTWELD, pipe and tubing, Trent Tube Co.
TRI, fur cleaning fluid, Walter Haertel Co.
TRI-CLAD, motors, General Electric Co.
TRICLENE, drycleaning solvent, E. I. du Pont de Nemours & Co., Inc.
TRICO, electrical and lubricating devices, Trico Fuse Mfg. Co.
TRICO, wetcleaning sour, Trico Chemical Div., Tri-State Equipment Co.
TRIFIEX, drycleaning detergent, Pennsylvania Salt Mfg. Co.
TRIGON, volatile paint remover, Patek & Co.
TRIMERSE, enzymic digester, Trico Chemical Div., Tri-State Equipment Co.
TRIO, alkali compounds, bleach, boiler compound, Trio Chemical Works, Inc.
TRIPLE-A, paints, Quigley Co., Inc.
TRIPLEX, 140° F drycleaning units, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRIPP, solvent cooler and heater, temperature control, Tripp Mfg. Co.
TRISOL, stain remover, Eaton Chemical & Dyestuff Co.
TRIUMPH, built non-ionic synthetic detergent, Armour & Co.
TRIWAY, fur finishing machine, Walter Haertel Co.
TRI X, fumigant, Walter Haertel Co.
TROPELITE, durable protective coating, Tropical Paint & Oil Co.
TROPICAL, cleaner for walls, floors, windows, Tropical Paint & Oil Co.
TROPICAL, nut shells for fur cleaning, Bernard Sirotta Co.
TROUSER-FORMR, pants shaper, Bill Glover, Inc.
TROUS-GARD, trouser guard, Para-Lux Products Co.
TROY, laundry machinery, Troy Laundry Machinery Div., American Machine & Metals Inc.
TROY-MERCURY, drycleaning unit, Troy Laundry Machinery Div., American Machine & Metals, Inc.
TROYSPECIAL, replacement collars, Zuckerberg Co.
TRUCLEAR, drycleaning solvent filter, American Laundry Machinery Co.
TRUCLOR, synthetic solvent for drycleaning, American Laundry Machinery Co.
TRUCLEEN, petroleum solvent for drycleaning, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRU COLOR, dyeing, Tru Color Dye Works, Inc.
TRUFLEX, light duty V-belts, Gates Rubber Co.
TRUFOLD, shirt folding machine, J. W. Steele & Co.
TRUFORM, steam-air garment finisher, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
TRUMATIC, flatwork folder, American Laundry Machinery Co.
TRUMP, spot remover, Spix Products Co.
TRU-SHEEN, CONCENTRATE, drycleaning detergent, Krasan Products, Inc.
TRU SOAP, true soap liquid, Benda Products, Inc.
TRUSTY, gasoline strainers, Lunkenheimer Co.
TRU-TONE, fabric conditioner, Adrian Research & Chemical Co.
TT TICKE TAG, 4-in-1 combination marking in, receipt, invoice, marking tag, "TT" TickeTag Corp.
T-25, soaps, silks and woolens, Swift & Co.
TUBE-O, trouser guard, Garment Hanger Co.
TUB-TYPE, trucks Market Forge Co.
TUFF HIDE, padding, Pittsburgh Waterproof Co.
TUFFLEX, padding, Wood Conversion Co.
TUFF-TEX, metal press pads, X. S. Smith, Inc.
TUFFY, heavy duty synthetic detergent, Thomson Chemical Co.
TUMBOLITE, lighting fixture for open-end tumblers, National Marking Machine Co.
TURBO GUN, spotting gun, Elliot Rabe Mfg. Co.
TURBO-VAC, single press vacuum system, Pantex Mfg. Co.
TURCO, insecticides, germicides, Turco Products, Inc.
TUWAY, strainers, Wright-Austin Co.
TWEEN, emulsifier, wetting agent, Atlas Powder Co., Industrial Chemicals Dept.
20th CENTURY, needle bearing, Roller Bearing Co. of America
20-L, laundry starch, Clinton Foods, Inc.
TWENTY-TWENTY, front-loading washer, American Laundry Machinery Co.
TWIN CONTACT CONTROLS, controls, regulators, gauges, Perfex Corp.
TWINMATIC, washer and extractor, Imperial Laundry Machinery Co.
TWINPLEX, fur cleaning drum and cage, Walter Haertel Co.
TWIN-PRESS, drycleaning press, Reliable Steam Pressing Machine Service, Inc.
TWIN RAPID, automatic shirt press, general purpose press Reliable Steam Pressing Machine Service, Inc.
TWINTAINER, extractor, Fletcher Works, Inc.
TWIN-TEX, metal press pads, X. S. Smith, Inc.
TWIST-EMS, hanger combiners, Germain's Inc. Twist-Ems Div.
TWISTEMS, hanger combiners, H. F. Hanscom & Co.
TWITCHELL, emulsifying bases, Emery Industries, Inc.
249, dye stripper, Patek & Co.
2GAV, compressor plant, Westinghouse Air Brake Co., Industrial Products Div.
209, stain remover, R. R. Street & Co., Inc.
TWO-IN-ONE, nylon cloth, Zuckerberg Co.
TY-BORDS, forms for pressing neckties, Joe L. Winner
TYCO, stick machine cleaner for hot irons, presses, Tyson Sales Co., Inc.
TY-HOLDERS, tie and belt holders, Time Savers, Inc.
TYMIT, timers, Tork Clock Co., Inc.
TY-ON, nylon press covers, F. H. Bonn Co.
TY-PAX, tie and belt holders, Time Savers, Inc.

U

U.S., stoneware, U. S. Stoneware Co.
UCON, lubricants (synthetic oil and grease), Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
UCON, tumblers, drycleaning units, U. S. Hoffman Machinery Corp.
U-DOR-A, perspiration remover, Nu-Pro Mfg. Co.
ULTRA-LITE, sour, Keever Starch Co.
ULTRAMATIC, automatic zeolite water softener, Elgin Softener Corp.
ULTRA-SOL, soap builder, Thompson-Hayward Chemical Co.
ULTRA-SPEED, drying tumbler, American Laundry Machinery Co.
ULTRA-WITE, fluorescent compound, whitener, H. Kohnstamm & Co., Inc.
UNAFLOW, steam engines, Ames Iron Works
UNDERWOOD ELLIOTT FISHER, accounting machines, Underwood Corp.
UNDERWOOD SAMAS, punched card accounting machines, Underwood Corp.
UNDERWOOD SUNDSTRAND, adding and accounting machines, Underwood Corp.
UNIFLO, drycleaning washer, Western Laundry Machinery Co.
UNIFLOW, water softeners and conditioners, mechanical filters. water supply pumps, Uniflow Mfg. Co.
UNIFOAM C, rug and upholstery cleaning detergents, Fumol Corp.
UNILITE, zeolite water softener, Uniflow Mfg. Co.
UNI-MAC, laundry washer, Uni-Mac Co.
UNIPRESS, air-driven laundry presses, sleevers, sport shirt units, Unipress Co.
UNISOL, emulsifiers, oils and soaps, Universal Solvent Co.
UNITED, laundry cart, U. S. Steel & Wire Co.
UNITED, washable uniforms, United Cotton Goods Co., Inc.
UNITHERM, unit heaters, Clarage Fan Co.
UNIT KLEEN, drycleaning washer-extractor, G. A. Braun, Inc.
UNIT WASH, laundry washer-extractor, G. A. Braun, Inc.
UNIVALVE, valves, Edward Valves, Inc., Subsidiary Rockwell Mfg. Co.
UNIVERSAL, printed book matches, Universal Match Corp., St. Louis 3, Mo.
UNIVERSAL SPEED-FEED, sales control system, Egry Register Co.
UNIVERSAL STRIPPER, stain remover and stripper, H. Kohnstamm & Co., Inc.
UNLOADING CASCADE, laundry washer, American Laundry Machinery Co.
UNOX, penetrant for fire-fighting, Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp.
URBAN, truck bodies, Montpelier Mfg. Co.
U-SAN-O, drycleaning, mothproofing with chlorophyll, American Mothproofing Co.
U. S. KOGLON, press pads, sponge, Newhouse Specialty Co., Inc.
U. S. MODEL 518-2, sewing machine for drycleaners, U. S. Blind Stitch Machine Corp.
USS STAINLESS, stainless steel, U. S. Steel Co.
USTEX, wire and cable, U. S. Rubber Co.
UTILITY, specially built truck bodies, Utility Truck Distributors, Inc.

V

V-C, feed ribbons, textiles, Virginia-Carolina Laundry Supply Co.
V.D., spotter, Adco, Inc.
V & W, assorting reels, V & W Equipment Co.
VALETERIA, drycleaning and laundry vendor, U. S. Hoffman Machinery Corp.
VAN DYKE SILICA, silica brick, Mexico Refractories Co.
VANETTE, truck bodies for use on Ford chassis, Universal Sales, Inc.
VANITE, liquid detergent, Adco, Inc.
VAPOR-CLARKSON, package type steam generators and hot water heaters, Vapor Heating Corp.
VARA, combination solvent cooler and heater, garment holders and baggers, sweetener powder dispenser, belt holder, shirt boxer, A. G. Vara & Son

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

VARIADEX, alphabetic filing system, Remington Rand, Inc.
VARIATOR, steam traps, American District Steam Co., Inc.
VAULTMASTER, fur cleaning and storage equipment, Walter Haertel Co.
VEEDER-ROOT, computing and counting devices, Veeder-Root, Inc.
VEE-LOK, clutch facings, Raybestos-Manhattan Inc.
VEE-THREE, paste drycleaning soap, Riverside Mfg. Co.
VEGETABLE IVORY, buttons, Eureka Button Co.
VELAN UNIVERSAL, steam trap, Velan Engineering Co.
VELCO, marking ink and sets, Ink-O Products Co.
VELOCITY DRAINER, steam trap (float), W. M. Acker Organization, Inc.
VELOCITY STEAM, steam system, Velocity Steam Production Engineering Co.
VEL-ODOR, concentrated liquid odor neutralizer, Caled Products Co., Inc.
VELVA-SOFT, fabric softener, Armour & Co., Industrial Soap Dept.
VELVET RAINBOW, combination starch, Huron Milling Co.
VELVET SHEEN, rubber base wall paint, Tropical Paint & Oil Co.
VELVET WHEAT, wheat starch, Huron Milling Co.
VELVO, wetcleaning soap, Davies-Young Soap Co.
VERSABAR, structural system for racks and pipe supports, M-H Standard Co.
VERSI, laundry and wetcleaning textile finishing compound, John T. Stanley Co., Inc.
VERTEX, low-titer soap flakes, laundry, wetcleaning, rug and carpet, Swift & Co.
VIBRA-SORBER, pipeline vibration absorber, Flexonics Corp.
VIC, drycleaning machinery, Vic Cleaning Machine Co.
VICTOR, straight pins, Risdon Mfg. Co.
VICTOR, wheat starch, Keever Starch Co.
VICTORY, blue, Minnesota Chemical Co.
VICTORY, drycleaning soaps, Patek & Co.
VICTORY, fur cleaning fluid, Bernard Sirotta Co.
VICTORY, laundry marking tags, Tagit Co.
VIGIL, TYPE D, diaper antiseptic and deodorant, Patek & Co.
VIGIL, TYPE L, mildew preventative, Patek & Co.
VIKE, pipe joint compound, Keystone Lubricating Co.
VIKING, intermediate quality, dry press firebrick, Mexico Refractories Co.
VIKING RE-NU-IT, drycleaners pumps, Viking Pump Co.
VIKING, suds, Los Angeles Soap Co.
VIM, steam engines, Ames Iron Works
VIRGINIA GREENSTONE, non-skid floor surfacing material, soaking and rinsing tubs, wetcleaning tables, Virginia Greenstone Co., Inc.
VISCOR, filter, Weston Electrical Instrument Corp.
VITEX, drycleaning soaps, Patek & Co.
VIVIDOL CHG, drycleaning detergent, Stamford Chemical Co.
VIVIDOL CI, synthetic drycleaning detergent, Stamford Chemical Co.
VIVIDOL II, petroleum drycleaning detergent, Stamford Chemical Co.
VIVIPRESS, finishing compound, steam treating chemical, Stamford Chemical Co.
VIVITEX, water repellent, Stamford Chemical Co.
VOKES, air cleaners, filters, separators, strainers, Drico Industrial Corp.
VOL, spotting agent, Stamford Chemical Co.
VOLTEX, spotting agent, Spix Products Co.
VOL-U-METER, flow-responsive proportioning pump, Proportioneers, Inc.
VORCLAY, bentonite clay, American Colloid Co.
VORCLONE, extractors, tumbler, U. S. Hoffman Machinery Corp.
V-S DRIVE, all-electric adujstable speed drive for a.c. circuits, Reliance Electric & Engineering Co.
VULCAN, cover cloth, Pittsburgh Waterproof Co.
VULCAN, stokers, Canton Stoker Corp.
VULCO, V-pulleys, Gates Rubber Co.
VULCOMOUNT, sheaves, Gates Rubber Co.

W

W.C., water carrier, Benda Products, Inc.
W.D.P., wet or dry prespotter, Warco Laboratories
W.L., drycleaning detergents, Caled Products Co., Inc.
W. P. R., wet and dry paint remover, National Cleaners Chemical Mfg. Co.
WACO, diaphragm fluid pump, Perry Company
WALCO, pipe wrench, Walworth Co.
WALDORF, paper hangers, Waldorf Co.
WALLHIDE, paint, Pittsburgh Plate Glass Co., Paint Div.
WALSEAL, threadless bronze fitting, Walworth Co.
WALWORTH, valves and pipe fittngs, Walworth Co.
WARRIOR, tire rebuilding and repair material, Mohawk Rubber Co.
WASH-A-WAY, washer, Cook Machinery Co., Inc.
WASHETTE, laundry washer, Cook Machinery Co., Inc.
WASHEX, combination drycleaning washer-extractor, Washex Machinery Corp.
WASHEX TUBE FILTERS, solvent filter, Washex Machinery Corp.
WASHINE, bleach (sodium hypochlorite), Washine National Sands, Inc.
WASHINITE, detergent, Washine National Sands, Inc.
WASHMOR, nylon laundry nets, Tingue, Brown & Co.
WASHOMETER, washing machine recorder, Huebsch Mfg. Co., Div. American Laundry Machinery Co.
WASHTENDER, washer controls, Troy Laundry Machinery Div., American Machine & Metals, Inc.
WASHTEX, overall compound, Thompson-Hayward Chemical Co.
WATCH-DOG, water meters, Worthington Pump & Machinery Corp.
WATCOCELL, asbestos pipe covering, blocks, Ruberoid Co.
WATER KING, small water supply pump, Peerless Pump Div., Food Machinery & Chemical Corp.
WATERPROOFON PRE, water repellent, Apex Chemical Co., Inc.
WATERSPAR, polishing wax, Pittsburgh Plate Glass Co., Paint Div.
WATERWAY, laundry combination washer-extractor, Pantex Mfg. Co.
WAYNE, air compressors, pneumatic and hydraulic hoists, hose reels, Wayne Pump Co.
WEATHER-MAKERS, air conditioning, Carrier Corp.
WEATHER-MASTERS, air conditioning, Carrier Corp
WEATHER-PRUF, water repellent, Lustrol Drycleaning Products, Div. Patek & Co.
WEB FOOT, water repellent, Ellenbogen & Shannon, Inc.
WEE-SCOT, high-pressure boiler, Titusville Iron Works Co., Div. Struther Wells Corp.
WEIGHT-O-GRAPH 77, automatic scale attachment for beam scales, Howe Scale Co.
WELDMASTER, platform, Lewis-Shepard Products, Inc.
WELPCO, steam valves, discs, Western Laundry Press Co.
WERKRITE, neutral tallow flakes, powder, Allen B. Wrisley Co.
WERK'S COLDWATER, built red-oil soap, Allen B. Wrisley Co.
WESCLENE, liquid break, West Side Corp.
WESCO, dry spotter, prespotter, West Side Corp.
WESOFORM, volatile dry spotter, West Side Corp.
WEST COAST, extractors, washers, curtain stretchers, West Coast Laundry Machinery Co.
WESTERN, laundry and drycleaning tumblers, washers and extractors, Western Laundry Machinery Co.
WESTERN, deep well turbine pumps, deep well turbine pressure systems, Western Pump Co., Ltd.
WESTERN EAGLE, laundry and drycleaning combination washer-extractors, Western Laundry Machinery Co.
WESTINGHOUSE, air compressors, Le Roi Co., Subsidiary Westinghouse Air Brake Co.
WESTINGHOUSE, lamps, Westinghouse Electric Corp.
WESTINGHOUSE, laundromat, washers, Ald, Inc.
WESTON, electrical indicating instruments, Weston Electric Instrument Corp.
WESTPORT, dryer, Hoyt Mfg. Corp.
WEST TEXAS, boilers, water heaters and softeners and return tanks, West Texas Marine Boiler Works, Inc.
WESTVACO, chlorinated solvent (synthetic), Westvaco Chemical Div., Food Machinery & Chemical Corp.
WET-AGE, wet spotter, G & G Chemical Corp.
WETAWAY, water repellent, Carman & Co., Inc.
WET-O-DRY, paint remover, Merson Products Co.
WETSOL, general spotter, Eaton Chemical & Dyestuff Co.
WETSOL, wet spotter, Nu-Pro Mfg. Co.
WETSOLV, penetrant, Package Chemical Co. side Mfg. Co.
WETSPO, wet lube base paint remover, Riverside Mfg. Co.
WETSPOT, wet spotter, Adco, Inc.
WETSYN, synthetic detergent, E. F. Drew & Co., Inc.
WETTSPOTTER, paint, oil and grease remover, Riverside Mfg. Co.
WETT STOCK CONCENTRATE, moisture dispersant, Lustrol Drycleaning Products, Div. Patek & Co.
WHALEBONE, leather and waterproof leather belting, Charlotte Leather Belting Co.
WHEATEX, combination starch, Huron Milling Co.
WHEAT-N-CORN, combination starch, Keever Starch Co.
WHEEL, starch, A. E. Staley Mfg. Co.
WHEEL-EZY, hand truck, Rapids-Standard Co., Inc.
WHEELVEYOR, wheel conveyor, Mechanical Handling Systems Inc.
WHIRL-SORT, sorting reel, Franklin Mfg. Co.
WHIRLWIND, extractor, Fletcher Works, Inc.
WHITE CAP, drycleaning soap, Midland Color & Chemical Co.
WHITE CAP, laundry blue, Beach Soap Co.
WHITEEN-100, medium-titer laundry soap, New South Mfg. Co., Inc.
WHITE HOUSE, wheat starch, Huron Milling Co.
WHITEINT, fluorescent dye addition to soaps, Carlton Chemical Co., Inc.
WHITE KING, toilet soap, coco almond soap, coco lemon soap, Los Angeles Soap Co.
WHITE LABEL, medium-titer neutral soap, Beach Soap Co.
WHITE RIBBON, tallow soap, laundry, wetcleaning and rug cleaning, Swift & Co.
WHITEX, blueing, Park & Tilford
WHITLOCK, preheaters, Whitlock Mfg. Co.
WHITSON SYSTEM, boiler return systems, Healy-Ruff Co.
WICK, tapes and braids, Wick Narrow Fabrics Co.
WILL-BURT, coal stokers, oil burners, gas burners, Will-Burt Co.
WILLIAMS, laundry and drycleaning machinery, Williams Laundry Machinery Co., Inc.
WILLIAMS & DAVIS, boilers, condensation return systems, return units, boiler feed-water systems, Williams & Davis Boiler & Welding Co., Inc.
WILLS-MILCO, rug beater, A. O. Miller Co.
WIL-NOR, personalized premiums, shirt bands (premium), Wil-Nor Products
WINDO, cedarized storage bag, Lincoln Bag Co.
WING CLAMP, collar support, Para-Lux Products Co.
WING-GARDS, hanger shields, Para-Lux Products Co.
WING-LOCK, collar support, Para-Lux Products Co.
WING-ROLL, collar support, Para-Lux Products Co.
WINK, dye stripper, Lustrol Drycleaning Products, Div. Patek & Co.
WINKLER, stokers, U. S. Machine Corp.
WIR "O" MATIC, extractor, Gross Machinery Co., Inc.
WIZARD, automatic washer control, Norman Control Co.
WIZARD, extractors, Hammond Laundry-Cleaning Machinery Co.
WIZARD, laundry net, Southern Mills, Inc.
W/O EMULSIFIER, wetcleaning stock solution, Adrian Research & Chemical Co.
WOLF, electric cloth cutters, fabric drills, rag cutters, Wolf Machine Co.
WONDERFOLD, sport shirt protectors, Sutherland Paper Co.
WONDER WEAVERS, reweaving damaged clothing, Wonder Weavers
WONDER WORKER, sewing machine, U. S. Blind Stitch Machine Corp.
WONDRESS, flatwork ironer pads, Southern Mills, Inc.
WOOL, soaps, silks and woolens, Swift & Co.
WOOLZ, a specific woolen soap, Caled Products Co., Inc.
WORKHORSE, rug scrubber, Certified Chemical & Equipment Co.
WORK SAVER, drycleaning truck, garment racks, Time Savers, Inc.
WORTHITE, pumps, Worthington Pump & Machinery Corp.
WOVERITE, cover cloth, padding, Lewis National Corp.
WRAP-O-MATIC, automatic paper cutting and wrapping Machine, Rosenthal Mfg. Co.
WRITE-GO, ink eradicator, A. L. Wilson Chemical Co.
WULPRESS, wool press cloth and surface cloth, nylon and wool press and surface cloth, Arms Textile Mfg. Co.
WYANDOTTE, detergents, sours, Wyandotte Chemicals Corp.
WYTEN, soap builder, Turco Products, Inc.

X

X. L., built synthetic detergent, Armour & Co.
X-L CHARGE, drycleaning detergent, Dixo Co.
XANNO, indelible ink (no heat), Applegate Chemical Co.
X-PANDO, collar supports, Time Savers, Inc.
X-30, rag and overall detergent, George Stearns Chemical & Mfg. Co.
XTRA, nylon press cloth, X. S. Smith, Inc.

Y

Y.R. SAFETY STRIPPER, all-purpose dye stripper, Lustrol Drycleaning Products, Div. Patek & Co.
Y.R.S., yellow stain and run color remover, Riverside Mfg. Co.
Y-S, air compressors, Le Roi Co., Compressor Div.
YA-DE, mothproof, Crossland Mfg. Co., Inc.
YANKEE, powdered and liquid starch, Gilcor Mfg. Co., Inc.
YARMOR, pine oil, Hercules Powder Co.

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YARWAY FINE SCREEN, pipe line strainers, Yarnall-Waring Co.
YARWAY GUN PAKT, expansion joints, Yarnall-Waring Co.
YARWAY HI-LO ALARM, water columns, Yarwall-Waring Co.
YARWAY HI-LO-GRAPH, liquid level recorder, Yarnall-Waring Co.
YARWAY IMPULSE, steam traps, Yarnall-Waring Co.
YARWAY INVOLUTE, spray nozzles, Yarnall-Waring Co.
YARWAY SEATLESS, blow-off valves, Yarnall-Waring Co.
YARWAY SESURE INCLINED, water gauges, Yarnall-Waring Co.
YELLOW-GO, liquid dye-reducing agent, A. L. Wilson Chemical Co.
YELLOW REMOVER, titanium type stripper, Patek & Co.
YELO-LIQUID COLD STRIPPER, stain remover and stripper, H. Kohnstamm & Co., Inc.
YORK-HEAT, burners, generators, York-Shipley Inc.

Z

Z-P, silk drycleaning soap for chlorinated solvent systems, Caled Products Co., Inc.
Z-AIR, drycleaning press, Prosperity Co., Inc.
ZANZIBAR-CARBON, blues, curtain colors, indelible ink, indelible ink eradicator and thinner, B. Heller & Co.
ZARMITE, foot-power laundry presses, American Laundry Machinery Co.
ZARMO, foot-power laundry presses, American Laundry Machinery Co.
ZARMOETTE, air-driven laundry presses, American Laundry Machinery Co.
ZEETONE, paint remover, Riverside Mfg. Co.
ZELAN, durable water repellent, E. I. du Pont de Nemours & Co., Inc.
ZELCO, press and ironer pads, padding, press covers, Nathan Zellermayer & Co.
ZEL-TEX, drycleaning soap, hat sizing, paint remover, spotting agents, Zel-Tex Co., Inc.
ZELTEX, press and ironer pads, padding, press covers, Nathan Zellermayer & Co.
ZENITH, electric timers, Zenith Electric Co.
ZENITH, extractors, filters, washers, Billingsly Machinery Co.
ZENITH STARCH AID, laundry finishing lubricant, Patek & Co.
ZEOLITE, boiler feed-water treatment, National Chemical Sales Co., Laboratory, Inc.
ZEPHYR, extractor, ironer, washer, Hydraxtor Co., Div. Zephyr Laundry Machinery Co.
ZERO, combination water softener and iron removers, neutralizers, Zero Water Softener Mfg. Co.
ZEROSOFT, water softener, iron remover, filter, zeolite, Zero Water Softener Mfg. Co.
ZEST, synthetic wetcleaning soap, Adco, Inc.
ZIG-ZAG, power conveyor, Richards-Wilcox Mfg. Co.
ZIG-ZAG, heat exchangers and reclaimers, David Stout & Sons
ZIP, go-back conveyor, Time Savers, Inc.
ZIP-LUXOR, plastic storage bag, side opening, Rassenfoss Bag Co., Inc.
ZIPOLA, lubricant, High Chemical Co.
ZIPON, leather finish, Keystone Aniline & Chemical Co., Inc.
ZIPPER-EASE, stainless lubricant, A. G. S. Co.
ZIPPO, wetcleaning detergent, Benda Products, Inc.
ZIP-R-FLEX, tool kit for repairing zippers, Mars Tool Co.
ZIP STIK, ink remover, Keystone Aniline & Chemical Co., Inc.
ZOL, synthetic drycleaning solvent, Stauffer Chemical Co.
ZOLVIT, paint, oil and grease remover, Riverside Mfg. Co.
ZONE-AIR, feather reconditioning unit, American Laundry Machinery Co.
ZONE-AIR, laundry or drycleaning drying tumblers, American Laundry Machinery Co.
ZONEX, chloroform substitute, Package Chemical Co., Inc.
ZORIC, garment cleaning system, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
Z-RAY, drycleaning detergent, Delan Co.
ZUCKERBERG, replacement collars and cuffs, laundry bags, nets, press covers, Zuckerberg Co.
ZUDS, sulphated compound for wetcleaning in salt or acid solutions, Caled Products Co., Inc.
ZURON, petroleum solvent drycleaning unit, American Cleaners Equipment Co., Div. American Laundry Machinery Co.
ZYMO, enzymic spot remover, Keystone Aniline & Chemical Co., Inc.

For manufacturers' addresses see MANUFACTURERS' list beginning page 303

MANUFACTURERS

equipment and supply producers listed alphabetically with their mailing addresses

A

A.A.A. Weaving Service, 1182 Madison Ave., New York 28, N. Y.
A A Laundry Machinery Co., 1110-12 S. Kedzie Ave., Chicago 12, Ill.
A-B Novelty Corp., 519 30th St., Union City, N. J.
ABC Collar 'N' Cuff Co., 423 Broadway, New York 13, N. Y.
A. G. S. Co., Muskegon, Mich.
Academy Hanger Co., Inc., 177 E. 123rd St., New York 35, N. Y.
Ace Cabinet Corp., 1457 Broadway, New York 36, N. Y.
Ace Fastener Corp., 3415 N. Ashland Ave., Chicago 13, Ill.
Ace Hose & Rubber Co., 761 Van Buren St., Chicago 7, Ill.
Ace Weaving Service, 416 Madison Ave., New York 17, N. Y.
Acker, W. M., Organization, Inc., 3167 Fulton Rd., Cleveland 9, Ohio
Acme Dye House, Inc., 7606 Carnegie Ave., Cleveland 3, Ohio
Acme Hatters Supply Co., 104-106 Bleecker St., New York 12, N. Y.
Acme Industrial Compounds Corp., 625 S. Goodman, Rochester 7, N. Y.
Acme Soap Co., 251 Third St., Cambridge 42, Mass.
Adams Weaving Co., 1123 Republic Bldg., Chicago 4, Ill.
Adco, Inc., 900-928 W. Main St., Sedalia, Mo.
Addressograph-Multigraph Corp., 1200 Babbitt Rd., Cleveland 17, Ohio
Adell Chemical Co., 176 Race St., Holyoke, Mass.
Adelman Glove Cleaners, Inc., & Leather Cleaners, 1607 Devon Ave. & 3757 Fullerton, Chicago, Ill.
Adhesive Products Corp., 1660 Boone Ave., New York 60, N. Y.
Adrian Research & Chemical Co., Inc., Elm & Pennsylvania Aves., North Wales, Pa.
Advance Floor Machine Co., 2613 S.E. Fourth St., Minneapolis 14, Minn.
Aerovent Fan Co., 700 E. Ash St., Piqua, Ohio
Aetna Felt Co., Inc., 204 Centre St., New York 4, N. Y.
Ald, Inc., 3549 N. Clark St., Chicago 13, Ill.
Alemite Div., Stewart Warner Corp., 1826 Diversey Parkway, Chicago 31, Ill.
Alert Boiler & Mfg. Co., 9661 Robson St., Detroit 28, Mich.
Alfreda Furs, 150 W. 30th St., New York, N. Y.
Allcraft Mfg. Co., 27 Hayward St., Cambridge 42, Mass.
Allegheny Ludlum Steel Corp., 2020 Oliver Bldg., Pittsburgh 22, Pa.
Allen, R. C., Business Machines, Inc., 678 Front St., N. W., Grand Rapids, Mich.
Allied Equipment Co., 7671 Rogers Ave., Chicago 26, Ill.
Allied Laundry Machinery Corp., 256 Wythe Ave., Brooklyn, N. Y.
Allis-Chalmers Mfg. Co., 1126 S. 70th St., Milwaukee 1, Wisc.
Allis, Louis, Co., 427 E. Stewart St., Milwaukee 7, Wisc.
Almore Dye House, 4412-4424 Wentworth Ave., Chicago 9, Ill.
Alrose Chemical Co., Div. Geigy Chemical Corp., P.O. Box 1294, Providence 1, R. I.
Aluminum Co. of America, 640 Gulf Bldg., Pittsburgh 19, Pa.
Ambassador Continuous Towel Cabinet Co., 125 N. Mission Rd., Los Angeles 33, Cal.
Amber Mfg. Co., 607 S. Union Ave., Los Angeles 14, Cal.
Amber School of Reweaving, Box 628, No. Miami Beach, Fla.
Americaine, Inc., 1316 Sherman Ave., Evanston, Ill.
American Air Compressor Corp., 48th & Dell Ave., North Bergen, N. J.
American Alcolac Corp., 3450 Fairfield Rd., Baltimore 26, Md.
American Aniline Products, Inc., 820 S. Clinton St., Chicago 7, Ill.
American Associated Cos., Inc., 451-461 Stephens St., S.W., Atlanta, Ga.
American Brake Shoe Co., Kellogg Div., 97 Humboldt St., Rochester 9, N. Y.
American Brass Co., American Metal Hose Branch, 698 S. Main St., Waterbury 20, Conn.
American Cleaners Equipment Co., Div. American Laundry Machinery Co., 5050 Section Ave., Cincinnati 12, Ohio
American Coal Burner & Wood Stoker Corp., 18 E. Erie St., Chicago 11, Ill.
American Coat Hanger Mfg. & Specialty Co., 3917-21 W. Jefferson Blvd., Los Angeles 16, Cal.
American Colloid Co., 363 W. Superior St., Chicago 10, Ill.
American Coolair Corp., Box 2300, Jacksonville 3, Fla.
American District Steam Co., 453 Bryant St., North Tonawanda, N. Y.
American Dyeing & Cleaning Co., 4110 Worth St., Dallas 1, Texas
American Electrical Heater Co., 6110 Cass Ave., Detroit 2, Mich.
American Engineering Co., Aramingo Ave. & Cumberland St., Philadelphia 25, Pa.
American Felt Co., Glenville, Conn.
American Hair & Felt Co., 1828 Merchandise Mart, Chicago 54, Ill.
American Hatters Supplies, Inc., 9 E. Harrison St., Chicago 5, Ill.
American Institute of Laundering, Joliet, Ill.
American-La France-Foamite Corp., 100 E. LaFrance St., Elmira, N. Y.
American Laundry Machinery Co., Ross & Section Aves., Norwood Station, Cincinnati 12, Ohio
American Mineral Spirits Co., 230 N. Michigan Ave., Chicago, Ill.
American Monorail Co., 13107 Athens Ave., Cleveland 7, Ohio
American Mothproofing Co., 2510 Hampton Ave., St. Louis 10, Mo.
American Numbering Machine Co., Atlantic & Shepherd Aves., Brooklyn 8, N. Y.
American Pressboard Co., Inc., 114 W. 30th St., New York 1, N. Y.
American Shirt Co., 1123 Broadway, New York 10, N. Y.
American Sterilizer Co., 1230 Plum St., Erie, Pa.
American Telephone & Telegraph Co., 195 Broadway, New York 7, N. Y.
American Textile Weaving Co., 5 N. Wabash, Chicago, Ill.
American Water Softener Co., Fourth & Lehigh, Philadelphia 33, Pa.
American Wire Form Corp., 265 Grant Ave., Jersey City 5, N. J.
Ames Iron Works, E. Second & Cayuga Sts., Oswego, N. Y.
Analytical Measurements, Inc., 585 Main St., Chatham, N. Y.
Anderson, Glenn L., 3887 Bushnell Rd., Cleveland 18, Ohio
Anderson Box & Basket Co., Inc., Henderson, Ky.
Anderson Specialty Mfg. Co., 5 Hunt Rd., Jamestown, N. Y.
Anderson, V. D., Co., Div. International Basic Economy Corp., 1935 W. 96th St., Cleveland 2, Ohio
Anderson-Prichard Oil Corp., 1000 Liberty Bank Bldg., Oklahoma City 2, Okla.
Andrew Paper Box & Bag Corp., 845 Gates Ave., Brooklyn 23, N. Y.
Andrew Technical Service, 11 E. Delaware Pl., Chicago 11, Ill.
Angelica Uniform Co., 1419-29 Olive St., St. Louis 3, Mo.
Angle Steel, Inc., Acorn St., Plainwell, Mich.
Ansul Chemical Co., Marinette, Wisc.
Anthony Co., 47-33 Fifth St., Long Island City 1, N. Y.
Apex Chemical Co., Inc., 225 W. 34th St., New York 1, N. Y.
Apex Electrical Mfg. Co., 1070 E. 152nd St., Cleveland 10, Ohio
Apex Rotarex Corp., 1070 E. 152nd St., Cleveland 10, Ohio
Applegate Chemical Co., 5632 Harper Ave., Chicago 37, Ill.
Appliance Service Co., 1821 54th St., Brooklyn 4, N. Y.
Aqua Electric Scale Control, Inc., 2028 E. 22nd St., Cleveland 15, Ohio
Aqua-Jet Machine Corp., 225 W. 34th St., New York 1, N. Y.
Aqua-Sec Corp., 1450 Broadway, New York 18, N. Y.
Aquatrol, Inc. (Specialties Div.), 689 Milwaukee Ave., Chicago 22, Ill.
Arabol Mfg. Co., 110 E. 42nd St., New York 17, N. Y.
Armen Chemicals, Inc., 630 S. Ashley St., Ann Arbor, Mich.
Armite Laboratories, 6609 Broad St., Los Angeles 1, Cal.
Armour & Co., Industrial Soap Div., 1355 W. 31st St., Chicago 9, Ill.
Arms Textile Mfg. Co., 200 Fifth Ave., New York 10, N. Y.
Armstrong Machine Works, 850 Maple St., Three Rivers, Mich.
Arnold-Hoffman & Co., Inc., 55 Canal St., Providence, R. I.
Aroscent, Inc., P. O. Box 269, Dobbs Ferry, N. Y.
Arrow Fastener Co., Inc., 1 Junius St., Brooklyn 12, N. Y.
Arrow Mfg. Co., Inc., 2924 Terrace St., Kansas City 8, Mo.
Arrow Tank Co., Inc., 16 Barnett St., Buffalo 15, N. Y.
Asselin, Victor, Fur Co., 412 Eighth Ave., New York 1, N. Y.
Associated Crib Diapers Cos., 4747 N. Damen Ave., Chicago 25, Ill.
Atlanta Brush Co., Box 1358, Atlanta 1, Ga.
Atlanta Paper Co., Marietta Ave., Atlanta, Ga.
Atlas Body Co., 4150 E. Thompson St., Philadelphia 37, Pa.
Atlas Powder Co., Industrial Chemicals Dept., Wilmington 99, Del.
Atlas Powder Co., Revolite Div., Ludlow St., Stamford, Conn.
Atlas Steel Products, Inc., 1160 Chico Ave., El Monte, Cal.
Attapulgus Clay Co., 210 W. Washington Sq., Philadelphia 5, Pa.
Autographic Register Co., Seventh & Park, Hoboken, N. J.
Automatic Paper Box Corp., 1011-25 S. California Ave., Chicago, Ill.
Automatic Steam Products Corp., 140 W. 31st St., New York, N. Y.
Automobile Insurance Co., 151 Farmington Ave., Hartford, Conn.
Ayerst, McKenna & Harrison, 22 E. 40th St., New York 16, N. Y.

B

B & C Engineering Co., 2706 Chestnut St., Toledo, Ohio
B & G Machinery Co., Inc., 2432 Southeastern Ave., Indianapolis 1, Ind.
Bachr Laundry Machine Co., 29 Calumet St., Newark 5, N. J.
Bailey Meter Co., 1050 Ivanhoe Rd., Cleveland 10, Ohio
Bailey, Prihoda & Co., 326 Kalamazoo Ave., Kalamazoo 11, Mich.
Barber-Colman Co., 1300 Rock St., Rockford, Ill.
Barco Mfg. Co., 1801-15 Winnemac Ave., Chicago 40, Ill.
Barreled Sunlight Paint Co., 10 E. Dudley St., Providence 1, R. I.
Barrett Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.
Bartlett Label Co., 2135 Portage St., Kalamazoo 29F, Mich.
Bauer, Samuel, & Sons, Inc., 143 W. 29th St., New York, N. Y.

Beach Soap Co., 125 Lawrence St., Lawrence, Mass.
Beaver Pipe Tools, Inc., 310 Dana Ave., Warren, Ohio
Behrstock, L., Co., 1708 S. State St., Chicago 16, Ill.
Belnap & Thompson, Inc., 271 Madison Ave., New York, N. Y.
Bemis Bro. Bag Co., 408 Pine St., St. Louis 2, Mo.
Benda Products, Inc., 120 Potter St., Cambridge 42, Mass.
Bendix Aviation Corp., Flexible Hose Div., U. S. Route 6, Teterboro, N. J.
Benton Bros., 2322 12th Ave., N., Birmingham, Ala.
Benwall Mfg. Co., Inc., 2859 Atlantic Ave., Brooklyn 7, N. Y.
Bergen Machine Tool Co., Inc., Radne Unit Springs Div., 189 Franklin Ave., Nutley 10, N. J.
Berger Mfg. Div., Republic Steel Corp., 1038 Belden Ave., N. E., Canton 5, Ohio
Berlou Mfg. Co., 421 Monroe St., Marion, Ohio
Bernard Franklin Co., Inc., 3000 E. Hedley St., Philadelphia, Pa.
Bersworth Chemical Co., Waverly St., Framingham, Mass.
Bertsch & Co., Cambridge City, Ind.
Besley Corp., 4053 Harlan St., Emeryville 8, Cal.
Best Forms Co., 10 Grace St., P. O. Box 736, Wilmington, N. C.
Bestway Shine Removal Co., Inc., 416 Madison Ave., New York 17, N. Y.
Better Packages, Inc., 254 Canal St., Shelton, Conn.
Bigelow Chemical Products Corp., 98 Bigelow St., Quincy 69, Mass.
Bigelow-Sanford Carpet Co., 136 Madison Ave., New York 16, N. Y.
Bildwell Manufacturers, 315 E. Liberty St., Ann Arbor, Mich.
Bimberg, Ben, & Co., Inc., 373 Broadway, New York 10, N. Y.
Binks Mfg. Co., 3114 W. Carroll Ave., Chicago 12, Ill.
Bishop David Freeman Co., 1600 Foster Ave., Evanston, Ill.
Blackmer Pump Co., 1809 Century Ave., S. W., Grand Rapids 7, Mich.
Blenco Co., 698 Manhattan Ave., Brooklyn 22, N. Y.
Bock Laundry Machine Co., Toledo Factories Bldg., Toledo 2, Ohio
Boiler Engineering & Supply Co., Inc., Manavon St., Phoenixville, Pa.
Bond Foundry & Machine Co., Manheim, Pa.
Bond Street Bag & Paper Corp., 90 First St., Brooklyn 31, N. Y.
Bonis Bros. Fur Machinery Corp., 312 Seventh Ave., New York 1, N. Y.
Bonn, F. H., Co., 619 W. Fulton St., Chicago 6, Ill.
Bostitch, Inc., 537 Mechanic St., Westerly, R. I.
Boston Clip & Tag Co., 48 Grove St., Somerville, Mass.
Bostwick-Batterson Co., 315-23 N. 12th St., Philadelphia 7, Pa.
Bostwick Laboratories, 706 Bostwick Ave., Bridgeport 5, Conn.
Bowser, Inc., 1302 E. Creighton Ave., Fort Wayne 2, Ind.
Boyertown Auto Body Works, Inc., Boyertown, Pa.
Brady Conveyors Corp., 20 W. Jackson Blvd., Chicago 4, Ill.
Braun Brush Co., 8833 78th St., Woodhaven 21, N. Y.
Braun, G. A., Inc., Empire Bldg., Syracuse, N. Y.
Braun, Philip N., 2204 Erie Blvd., East, Syracuse 1, N. Y.
Bready Engineering Corp., 3103 N. 27th St., Milwaukee 16, Wisc.
Brenew Co., Platteville, Wisc.
Bressler Engineering Service, 509 N. Fourth Ave., P. O. Box 111, Oregon 1, Ill.
Breuer Electric Mfg. Co., 5100 N. Ravenswood Ave., Chicago 40, Ill.
Bridgeport Brass Co., 30 Grand St., Bridgeport 2, Conn.
Bristol Co., Waterbury 91, Conn.
Brooks, Alfred J., 184 Dent St., West Roxbury, Boston, Mass.
Bros, Wm., Boiler & Mfg. Co., 1057 10th Ave., S.E., Minneapolis 14, Minn.
Brownell Co., 450 N. Findlay St., Dayton 1, Ohio
Brumber & Zinniel, 6211 N. Bay Ridge Ave., Milwaukee, Wisc.
Bruner Corp., 2318 N. 30th St., Milwaukee 45, Wisc.
Brunner Mfg. Co., 1821 Broad St., Utica 1, N. Y.
Bryan Steam Corp., P. O. Box 337, Peru, Ind.
Bryant Heater Div., Affiliated Gas Equipment, Inc., 17825 St. Clair Ave., Cleveland 10, Ohio
Buffalo Meter Co., 2917 Main St., Buffalo 14, N. Y.
Bunn, B. H., Co., 7605 Vincennes Ave., Chicago 20, Ill.
Burcott Mills, 616 W. Fulton St., Chicago 6, Ill.
Burroughs Adding Machine Co., 6071 Second Ave., Detroit 32, Mich.
Bussard, R. D., & Son, 505 E. Fifth Ave., Albany, Ore.
Butler Engineering Co., 2612 Rousseau St., New Orleans 13, La.
Butler Mfg. Co., 7400 E. 13th St., Kansas City 22, Mo.

C

C & H Electric Co., 436 W. Juneau Ave., Milwaukee 3, Wisc.
C. O. D. Cleaning & Dyeing Co., Davenport, Iowa
Cade Paper & Bag Corp., 58 Sedgewick St., Brooklyn 2, N. Y.
Caldwell, W. E., Co., 2050 Brook St., Louisville, Ky.
Cal Products Co., 2132 Sacramento St., Los Angeles, Calif.
Caled Products Co., Inc., 4200 Bladensburg Blvd., Brentwood, Md.
Calgon, Inc., Hagan Bldg., Pittsburgh, Pa.
California Laundry Equipment Co., 2221 Union St., Oakland, Cal.
Callaway Mills, Inc., 295 Fifth Ave., New York 16, N. Y.
Campbell Box & Tag Co., Main & Guide Sts., South Bend 23, Ind.
Campbell, J. A., Co., 645 E. Wardlow Rd., Long Beach 7, Cal.
Canton Stoker Corp., 1200 Andrew Pl., Canton 1, Ohio
Canvas Specialty Co., P. O. Box 937, Hartford 1, Conn.
Capital Poster Service, Inc., 307 Canal St., New York, N. Y.
Cappel, MacDonald & Co., 30 E. 60th St., New York, N. Y.
Carbide & Carbon Chemicals Corp., Unit of Union Carbide & Carbon Corp., 30 E. 42nd St., New York 17, N. Y.
Carey, Philip, Mfg. Co., Lockland St., Cincinnati 15, Ohio
Carey Salt Co., Carey Bldg., Hutchinson, Kans.
Carlton Chemical Co., Inc., 33 Commerce St., New York 14, N. Y.
Carlyle Rubber Co., Inc., 64 Park Pl., New York 7, N. Y.
Carnegie-Illinois Steel Corp., Carnegie Bldg., Pittsburgh 30, Pa.
Carrier Corp., 300 S. Geddes St., Syracuse, N. Y.
Carry-Pack Co., Ltd., 9525 W. Irving Park Rd., Schiller Park, Ill.
Carson Textile Co., Inc., 2401 S. Swanson St., Philadelphia, Pa.
Carter's Ink Co., 239 First St., Cambridge 42, Mass.
Carver Pump Co., Hershey & Green Sts., Muscatine, Iowa
Cash, A. W., Co., P. O. Box 551, Decatur, Ill.
Cash, J. & J., Inc., Chestnut St., South Norwalk, Conn.
Caterpillar Tractor Co., 350 Fifth Ave., New York, N. Y.
Central Brass Mfg. Co., 2950 E. 55th St., Cleveland 4, Ohio
Central Dyeing Co., 1550 Dickson Ave., Scranton 9, Pa.
Centrize, 2224 63rd St., Kenosha, Wisc.
Century Electric Co., 1806 Pine St., St. Louis 3, Mo.
Century Paper Products Co., 333 N. Francisco, Chicago, Ill.
Certified Chemical & Equipment Co., 5366 St. Clair Ave., Cleveland 3, Ohio
Chace Valve Div., American Laundry Machinery Co., Norwood Station, Cincinnati 12, Ohio
Challenge Marking Tag Co., 3917-21 W. Jefferson Blvd., Los Angeles 16, Cal.
Champion Implement Corp., 45 W. 45th St., New York 19, N. Y.
Chandler Machine Co., West St., Ayer, Mass.
Charlotte Leather Belting Co., 314-B E. Sixth St., Charlotte 1, N. C.
Chase Brass & Copper Co., 236 Grand St., Waterbury 91, Conn.
Chatillon, John, & Sons, 89 Cliff St., New York 38, N. Y.
Checking System Co. 515 S. Walker St., Columbia, S. C.
Chek Products, Inc., 31 Nassau Pl., East Orange, N. J.
Chelsea Fan & Blower Co., 639 South Ave., Plainfield, N. J.
Chempump Corp., 1300 E. Mermaid Lane, Philadelphia 18, Pa.
Chevlin, Samuel, Co., Inc., 2721 N. Halsted St., Chicago 4, Ill.
Chevrolet Motor Div., General Motors Corp., Detroit 2, Mich.
Chicago Automatic Stoker Co., 14 N. Clinton St., Chicago 6, Ill.
Chicago Dryer Co., 2210 N. Pulaski Rd., Chicago 39, Ill.
Chicago Pump Co., 2300 Wolfram St., Chicago 18, Ill.
Chicago Used & New Laundry Equipment Co., 3128 W. Lake St., Chicago 12, Ill.
Chisholm-Moore Hoist Div., Columbus McKinnon Chain Corp., Fremont Ave., Tonawanda, N. Y.
Chrysler Corp., Airtemp Div., 1119 Leo St., Dayton, Ohio
Chrysler Corp., Amplex Div., 6501 Harper Ave., Detroit 31, Mich.
Cidex Corp., 44 Sherman Ave., Jersey City 7, N. J.
Cincinnati Marking Tag & Supply Mfg. Co., 12 E. Ninth St., Cincinnati 2, Ohio
Cincinnati Repair Service, 413 Race St., Cincinnati, Ohio
Cissell, W. M., Mfg. Co., Inc., P. O. Box 1143, 831 S. First St., Louisville 1, Ky.
Clarage Fan Co., North & Porter Sts., Kalamazoo 16, Mich.
Clark Mfg. Co., 1830 E. 38th St., Cleveland 14, Ohio
Clayton Mfg. Co., 1363 N. Temple City Blvd., El Monte, Cal.
Cleaners Hanger Co., 18140 James Couzens Highway, Detroit 35, Mich.
Cleaners Sales & Equipment Corp., 25 Division Pl., Brooklyn 22, N. Y.
Cleaners Specialties Supplies Co., 6615 N. Fairfield Ave., Chicago 45, Ill.
Clear View Packaging Co., 7924 S. Exchange, Chicago, Ill.
Cleaver-Brooks Co., 358 E. Keefe Ave., Milwaukee 12, Wisc.
Cleveland Garment Hanger Co., 8205 Madison Ave., Cleveland 2, Ohio
Cleveland Heater Co., 2310 Superior Ave., Cleveland, Ohio
Cleveland Rug Cleaning Machinery Co., 5618 Hamlet Ave., Cleveland 4, Ohio
Clinton Foods Inc., Clinton, Iowa
Clinton Products Co., Clinton 7, Mich.
Clipper Belt Lacer Co., 974 Front Ave., N.W., Grand Rapids 2, Mich.
Clopay Corp., Clopay Sq., Cincinnati 14, Ohio
Clorox Chemical Co., 850 42nd Ave., Oakland 1, Cal.
Coates Electric Mfg. Co., 3610 First Ave. S., Seattle 4, Wash.
Cochrane Corp., 3101 N. 17th St., Philadelphia 32, Pa.
Coe Mfg. Co., Bank St., Painesville, Ohio
Coffman Mfg. Corp., 531 Milwaukee Ave., Chicago 22, Ill.
Cole Leather Cleaners of America, 1287 Second Ave., New York 21, N. Y.
Colgate-Palmolive Co., 105 Hudson St., Jersey City 2, N. J.
College Chemical Co., 16 Brooks Park, Medford, Mass.
Colonial Envelope Co., Inc., 24 East 22nd St., New York, N. Y.
Colonial Rubber Co., Ravenna, Ohio
Colorado Tent & Awning Co., 1642 Lawrence St., Denver 2, Colo.
Colson Corp., N. Cedar St., Elyria, Ohio
Columbia Appliance Corp., 47-47 35th St., Long Island City, N. Y.
Columbia Boiler Co. of Pottstown, Box 230, Pottstown, Pa.
Columbia Laundry Machinery Co., 1313-19 E. 15th St., Kansas City, Mo.
Columbia Sewing Machine Corp., 129-131 W. 22nd St., New York 3, N. Y.
Columbia-Southern Chemical Corp., One Gateway Center, Pittsburgh 22, Pa.
Columbus Reweavers, 7651 N. E. Second Ave., Miami, Fla.
Combustion Control Corp., 77 Broadway, Cambridge 42, Mass.
Combustioneer Div., Steel Products Engineering Co., 1205 W. Columbia St., Springfield, Ohio
Combustion Engineering Co., Inc., 200 Madison Ave., New York, N. Y.
Comer Co., 308 Ivy St., N. E., Atlanta 1, Ga.
Comet Envelope & Paper Co., Inc., 5 E. 17th St., New York 3, N. Y.
Commercial Filters Corp., 2 Main St., Melrose 76, Mass.
Commercial Investment Trust, Inc., 1 Park Ave., New York 16, N. Y.
Commercial Tag Co., 187 Vanderbilt Ave., Brooklyn 5, N Y
Conco Engineering Works, Div. H. D. Conkey & Co., 1900 Orange St., Mendota, Ill.
Concord Chemical Co., Inc., P. O. Box 800, Camden 1, N. J.
Cone Mills, Inc., 59 Worth St., New York 13, N. Y.
Connolly, J. J., Inc., 457 W. 40th St., New York 18, N. Y.
Conrad Embroidery Co., 523 30th St., Union City, N. J.
Con-Secu-Tag, Inc., 27 Hooper St., Brooklyn 11, N. Y.
Continental Car-Na-Var Corp., P. O. Box 344, Brazil, Ind.
Cook Machinery Co., Inc., 4122 Commerce St., Dallas, Texas
Cook's, Adam, Sons, Inc., 5 N. Stiles St., Linden, N. J.
Coolidge, John E., Co., 2508 W. Slauson Ave., Los Angeles 43, Cal.
Cooper-Bessemer Corp., N. Sandusky St., Mt. Vernon, Ohio
Cooper, H. P., Co., 308-10 S. Green St., Chicago 7, Ill.
Cornell Belting Co., 440 N. Wells St., Chicago 10, Ill.
Cornell Paperboard Products Co., Milwaukee 1, Wisc.
C-O-Two, U. S. Highway 1, Newark 1, N. J.
Cowles Chemical Co., 7016 Euclid Ave., Cleveland 3, Ohio
Crane Co., 836 S. Michigan Ave., Chicago 5, Ill.
Cravenette Co., U. S. A., Eighth & Madison Sts., Hoboken, N. J.
Crawford Fitting Co., 884 E. 140th St., Cleveland, Ohio
Crescent Belt Fastener Co., 480 Lexington Ave., New York 17, N. Y.
Crewdson Co., 626 S. Clark St., Chicago 5, Ill.
Crocker-Wheeler Electric Mfg. Co., Div. Joshua Hendy Iron Works, Ampere, N. J.

Crosby Steam Gauge & Valve Co., 10 Roland St., Boston 29, Mass.
Crown Mfg. Co., 1025 N. Sixth St., St. Louis 1, Mo.
Crucible Steel Co. of America, P. O. Box 88, Pittsburgh 19, Pa.
Culligan Zeolite Co., 1810 Shermer Rd., Northbrook, Ill.
Cummings-Landau Laundry Machinery Co., Inc., 305 Ten Eyck St., Brooklyn 6, N. Y.
Cupples-Hess Corp., 4175 N. Kingshighway Blvd., St. Louis 15, Mo.
Curry, J. W., Co., 2615 Cummins St., Cincinnati 25, Ohio
Curtis Mfg. Co., 1905 Kienlen Ave., St. Louis 20, Mo.
Custom Engineering Co., 3138 W. Slauson Ave., Los Angeles 43, Cal.
Custom Fur Service, Inc., Second Ave. at 109th St., Troy, N. Y.
Cutler-Hammer, Inc., 315 N. 12th St., Milwaukee 1, Wisc.
Cyclotherm Div., U. S. Radiator Corp., 157 E. First St., Oswego, N. Y.

D

Dahlberg Machinery Co., 417 Torrey Bldg., Duluth, Minn.
Dakota Chemical Co., Aberdeen, S. D.
Daniels, C. R., Inc., Daniels, Md.
Darco Dept. (Atlas Powder Co.), 60 E. 42nd St., New York 17, N. Y.
Darnell Corp., Ltd., 12000 Woodruff Ave., Downey, Cal.
Davies-Young Soap Co., 705 Albany St., Dayton 1, Ohio
Davis Emergency Equipment Co., Inc., 45 Halleck St., Newark 4, N. J.
Davis Engineering Corp., 1604 E. Grand St., Elizabeth 4, N. J.
Davis, K. H., Mfg. Corp., 2415 E. 23rd St., Los Angeles 11, Cal.
Davis Mills, Inc., 211 Grant Ave., East Newark, N. J.
Davis Regulator Co., 2663 W. 25th Pl., Chicago 8, Ill.
Davis-Weil Mfg. Co., Inc., 931 S. Front St., Memphis 3, Tenn.
Dean Hill Pump Co., 4000 E. 16th St., Indianapolis 7, Ind.
DeBothezat Fans Div., American Machine & Metals, Inc., East Moline, Ill.
Decatur Pump Co., 2750 Nelson Pk. Rd., Decatur 70, Ill.
Deep Rock Oil Corp., 135 N. Clark St., Chicago 90, Ill.
Defender Instrument & Regulator Co., 815 Clark Ave., St. Louis 2, Mo.
Dejur Electric Works, 124 Bleecker St., New York 12, N. Y.
De Kalb Commercial Body Corp., De Kalb, Ill.
Delan Co., 421 E. Fourth South St., Salt Lake City 2, Utah
De Laval Steam Turbine Co., 853 Nottingham Way, Trenton 2, N. J.
Dello Products Co., 1109-11 First St., Lanett 1, Ala.
Deming Co., Salem, Ohio
Denney Tag Co., West Chester, Pa.
Dennison Mfg. Co., 300 Howard St., Framingham, Mass.
Denominator Co., 261 Broadway, New York, N. Y.
Detecto Scales, Inc., 540 Park Ave., Brooklyn 5, N. Y.
Detex Watchclock Corp., 76 Varick St., New York 13, N. Y.
Detroit Belt Lacer Co., 3931 A St., Detroit 16, Mich.
Detrex Corp., 14331 Woodrow Wilson, Box 501, Detroit 32, Mich.
Detroit Stoker Co., General Motors Bldg., Detroit, Mich.
DeVilbiss Co., 300 Phillips Ave., Toledo 1, Ohio
Devoe & Raynolds Co., Inc., 44th St. & First Ave., New York, N. Y.
Dewey-Shepard Boiler Co., 1311 N. Capital Ave., Indianapolis 2, Ind.
Diamond Alkali Co., 300 Union Commerce Bldg., Cleveland 14, Ohio
Diamond Cham Co., Inc., 402 Kentucky Ave., Dept. 442, Indianapolis 7, Ind.
Diamond Chemical Co., 720 Clementine St., San Francisco 3, Cal.
Diamond Chemical Co., Inc., 34-02 Laurel Hill Rd., Maspeth 78, N. Y.
Diamond Metal Products Co., 406 Market St., St. Louis 2, Mo.
Diamond T Motor Co., 4401 W. 26th St., Chicago 23, Ill.
Diamond Wire Hanger Co., 252 State St., Clairton, Pa.
Dicalite Div., Great Lakes Carbon Corp., 612 S. Flower St., Los Angeles 17, Cal.
Dico Co., 200 S. W. 16th St., Des Moines 5, Iowa
Diehl Mfg. Co., Electrical Div. Singer Mfg. Co., 1136 Finderne Ave., Somerville, N. J.
Diem & Wing Paper Co., Gilbert Ave. Viaduct, Cincinnati 2, Ohio
Dipcraft Mfg. Co., 1238 Voskamp St., Pittsburgh 12, Pa.
Ditmas Garment Dyers Corp., 9528-30 Ditmas Ave., Brooklyn 12, N. Y.
Divco Corp., 22000 Hoover Rd., P. O. Box 3807, Park Grove Station, Detroit 5, Mich.
Dixie Hanger Co., Subsidiary United Paper Co., Inc., 1000 Chartres St., New Orleans 16, La.
Dixo Co., 158 Central Ave., Rochelle Park, N. J.
Dixon Boiler Works, 1625 Naud St., Los Angeles, Cal.
Doctor Boiler, Inc., 4316 Main St., Dallas, Texas
Dodge Div., Chrysler Corp., 7900 Jos. Campeau Ave., Detroit, Mich.
Dodson, Bruce, & Co., 28th & Wyandotte Sts., Kansas City 41, Mo.
Donnell Co., P. O. Box 84, St. Joseph, Mich.
Dover Stamping Co., 80 Federal St., Boston 10, Mass.
Dow Chemical Co., Midland, Mich.
Draper-Exe Equipment Co., 110-112 E. Sixth St., Erie, Pa.
Dravo Corp., 300 Penn Ave., Pittsburgh 22, Pa.
Dresser Mfg. Div., Dresser Industries, Inc., 41 Fisher Ave., Bradford, Pa.
Drew, E. F., & Co., Inc., 15 E. 26th St., New York 10, N. Y.
Driair Process Machinery Co., Penn & Ruan Sts., Philadelphia 24, Pa.
Drico Industrial Corp., 29 Broadway, New York 6, N. Y.
Dri Flo Mfg. Co., 642 E. Ten Mile Rd., Hazel Park, Mich.
Driseal Co., 251 Causeway St., Boston 14, Mass.
Dublife Collar Co., 268 Fourth Ave., New York 10, N. Y.
Duffen Dye Works, 2213 County St., Portsmouth, Va.
Dunaway, H. D., and Co., 22 - 16th St., N. W., Atlanta 9, Ga.
Duo-White Co., S. Jefferson Rd., Whippany, N. J.
Du Pont de Nemours, E. I., & Co., Inc., Wilmington 98, Del.
Durant Mfg. Co., 1925 N. Buffum St., Milwaukee 1, Wisc.
Dura-Tech Chemical Mfrs., 126 25th Ave., San Mateo, Calif.
Duro Envelope Co., 24 E. 22nd St., New York 10, N. Y.
Dwyer, F. W., Mfg. Co., 317 S. Western Ave., Chicago 12, Ill.
Dyo Chemical Co., 2200 S. Central Expressway, Dallas, Texas

E

Eagle Belting & Leather Co., 1401 Central Parkway, Cincinnati 14, Ohio
Eagle Mfg. Co., 24th & Charles Sts., Wellsburg, W. Va.
Eastern Cyclone Conveyor System, Inc., 876 Van Houten Ave., Clifton, N. J.
Easy Industries, 162 N. Clinton St., Chicago 6, Ill.
Eaton Chemical & Dyestuff Co., 1490 Franklin St., Detroit 7, Mich.
Ebco Mfg. Co., 401 W. Town St., Columbus, Ohio
Eclipse Fuel Engineering Co., 1100 Buchanan St., Rockford, Ill.
Eclipse Pioneer Div., Bendix Aviation Corp., Teterboro, N. J.
Economy Hanger Machine & Equipment Co., 3670 El Cajon Blvd., San Diego, Cal.
Economy Tablet & Paper Co., 667 W. 14th St., Chicago, Ill.
Econo-Pak Register Co., 1337 E. 27th St., Kansas City 8, Mo.
Edelmuth Mfg. Chemists, 324 Alden Ave., New Haven 15, Conn.
Edwards, Vincent, & Co., 342 Madison Ave., New York 17, N. Y.
Edward Valves, Inc., Subsidiary Rockwell Mfg. Co., 1200 W. 145th St., East Chicago, Ind.
Egan Cotton Mills, 866 Murphy Ave., S.W., Atlanta 4, Ga.
Egry Register Co., 429 E. Monument Ave., Dayton 2, Ohio
Elcco Div., Intercontinental Mfg. Co., Inc., P. O. Box 578, Garland, Texas
Electric Auto-Lite Co., Instrument & Gauge Div., Champlain St., Toledo 1, Ohio
Electric City Dyeing Co., 509 Glenn St., Scranton, Pa.
Electric Steam Boiler Sales, Div. Wolf Co., Wolf Ave., Chambersburg, Pa.
Electric Storage Battery Co., 42 S. 15th St., Philadelphia 2, Pa.
Electro Chemical Engineering Co., Inc., P. O. Box 27, Bremen Station, St. Louis 7, Mo.
Electro Lift, Inc., 30 Church St., New York 7, N. Y.
Elgin Softener Corp., 150 N. Grove Ave., Elgin, Ill.
Ellenbogen & Shannon, Inc., 10½ Macdougal Alley, New York 11, N. Y.
Elliott Addressing Machine Co., 143 Albany St., Cambridge 39, Mass.
Elliott Co., Crocker-Wheeler Div., Ampere, N. J.
Elliott, Robert, Press, Inc., 345 Ludlow St., Stamford, Conn.
Ellis Drier Co., 2444 N. Crawford Ave., Chicago 39, Ill.
Emery Industries, Inc., Sanitone Div., 4200 Carew Tower, Cincinnati 2, Ohio
Empire Cleaning & Dyeing Works, 622 Hollenbeck St., Rochester 5, N. Y.
Endriss Chemicals, 940 N. Delaware Ave., Philadelphia 23, Pa.
Engineering & Production Specialties, 75 Blanchard St., Jamestown, N. Y.
Equitable Paper Bag Co., Inc., 45-50 Van Dam St., Long Island City 1, N. Y.
Erie City Iron Works, 1550 East Ave., Erie, Pa.
Ernest, F. P., Mfg. Co., 1112 St. Clair Ave., East St. Louis, Ill.
Eure & Co., Box 221, Edgewater, Md.
Eureka Button Co., 892 Broadway, New York 3, N. Y.
Everett Sales & Equipment Corp., 251 Third Ave., New York 10, N. Y.
Ewing, R., & Sons, Inc., P. O. Box 454, Green Island, N. Y.
Excel Products Co., 533 W. Ninth St., Davenport, Iowa
Excelsior Machinery Co., 1452 Randolph St., Detroit 26, Mich.

F

Fablok Mills, Inc., 46 Cordier St., Irvington, N. J.
Fabricare Chemical Corp., 920-930 E. 43rd St., Chicago 15, Ill.
Fabricon Co., 8342 S. Prairie Ave., Chicago 19, Ill.
Fafnir Bearing Co., Booth St., New Britain, Conn.
Fairbanks Co., 393 Lafayette St., New York 3, N. Y.
Fairbanks Morse & Co., Fairbanks Morse Bldg., 600 S. Michigan Ave., Chicago 5, Ill.
Fairfield Laboratories, Plainfield, N. J.
Fastik Co., 1106 W. Erie St., Chicago 22, Ill.
Fawr, Inc., 1183 Jefferson Ave., Buffalo, N. Y.
Federal Motor Truck Co., 5780 Federal Ave., Detroit, Mich.
Fielden Instrument Corp., 2920 N. Fourth St., Philadelphia, Pa.
Filtrol Corp., 3250 East Washington Blvd., Los Angeles 23, Cal.
Firefly Asbestos Products Co., 175 Bergen St., Newark 3, N. J.
Fischer & Porter Co., Hatboro, Pa.
Fisher Dye Works, 1813 Emmanuel St., Houston, Texas
Fiske Bros. Refining Co., Lubriplate Div., 129 Lockwood St., Newark 5, N. J.
Flash Fast Marker Co., 994 Dover Ave., Akron 20, Ohio
Fleetwood-Airflow Div., E. L. Chrisman Co., 8255 Compton Ave., Los Angeles 1, Cal.
Fleischer Mills, Inc., 316 E. Fifth St., Cincinnati 2, Ohio
Fletcher Works, Inc., Glenwood Ave. & Second St., Philadelphia 40, Pa.
Flexible Steel Lacing Co., 4607 Lexington St., Chicago 44, Ill.
Flexonics Corp., 1304 S. Third Ave., Maywood, Ill.
Flintkote Co., 30 Rockefeller Plaza, New York 20, N. Y.
Flow-Master Machine Corp., 520 Third Ave., Brooklyn 15, N. Y.
Flynn & Emrich Co., 301 Holliday St., Baltimore 2, Md.
Ford, Luther, & Co., 100 N. Seventh St., Minneapolis 3, Minn.
Ford Motor Co., P. O. Box 658, Dearborn, Mich.
Ford Tank Maintenance Co., Inc., 715 E. 136th St., New York 54, N. Y.
Formula Controls, Inc., 612 W. 26th St., Chicago 16, Ill.
Forse Equipment Corp., 600 W. 14th St., Anderson, Ind.
Foster-Stephens, Inc., 310 S. Christiana Ave., Chicago 24, Ill.
Foxboro Co., 38 Neponset Ave., Foxboro, Mass.
Franklin Mfg. Co., 2615 E. Franklin Ave., Minneapolis 6, Minn.
Franklin Research Co., 5134 Lancaster Ave., Philadelphia 31, Pa.
Fre-Bir-Pac, Inc., 876 Van Houten Ave., Clifton, N. J.
Fremont Rubber Co., 317 McPherson Highway, Fremont, Ohio
French Textile Co., 432 Ave. A., Rochester, N. Y.
Freund, Freund & Co., Inc., 102 Franklin St., New York 13, N. Y.
Freydberg Bros.-Strauss, Inc., 419 Fourth Ave., New York 16, N. Y.
Frigidaire Div., General Motors Corp., 300 Taylor St., Dayton 1, Ohio
Fry Bros. Co., 3600 Cardiff Ave., Cincinnati 9, Ohio
Frye, E. B., & Son, Wilton, N. H.
Fulton Boiler Works, Inc., P. O. Box 122, Oswego, N. Y.
Fumol Corp., 49-65 Van Dam St., Long Island City 1, N. Y.

G

G & C Chemical Co., 704 W. Broadway, Hopewell, Va.
GMC Truck & Coach Div., General Motors Corp., 660 South Blvd., E., Pontiac 11, Mich.
Gabriel Boiler & Fabrication Co., 1428 N.W. 14th Ave., Portland 9, Ore.
Gardner-Denver Co., Gardner Dr., Quincy, Ill.
Gardner Machinery Corp., N. Andrill Terrace & Seaboard Railway, Charlotte 1, N. C.
Garment Finishing Equipment Corp., 18 Brattle St., Cambridge 38, Mass.
Garment Hanger Co., 2624 Geraldine St., Los Angeles 11, Cal.
Gasway Corp., 6463 N. Ravenswood Ave., Chicago 26, Ill.
Gates Rubber Co., 999 S. Broadway, Denver 17, Colo.
General Aniline & Film Corp., Special Products Sales Div., 444 Madison Ave., New York 22, N. Y.
General Boiler Equipment Corp., 2651-53 Gravois St., St. Louis 18, Mo.
General Chemical Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.
General Cleaners Products Co., 410 N. Kedzie Ave., Chicago 12, Ill.
General Control Co., 1216 Soldiers Field Rd., Boston 34, Mass.
General Detroit Corp., 2272 E. Jefferson St., Detroit 7, Mich.
General Dyeing Co., 818 Dorman St., Indianapolis 2, Ind.
General Dyestuff Corp., 435 Hudson St., New York 14, N. Y.
General Electric Co., 1 River Rd., Schenectady 5, N. Y.
General Electric Co., Air Conditioning Dept., 5 Lawrence St., Bloomfield, N. J.
General Electric Co., Lamp Dept., Nela Park, Cleveland, Ohio
General Luminescent Corp., 732 S. Federal St., Chicago 5, Ill.
General Motors Corp., General Motors Bldg., Detroit 2, Mich.
General Pacific Corp., 1501 E. Washington Blvd., Los Angeles 21, Cal.
General Scientific Equipment Co., 27th & Huntingdon Sts., Philadelphia 32, Pa.
Gerber Mfg. Co., 1602 W. Sixth St., Mishawaka, Ind.
Germaclean, Inc., 431 Niagara St., Buffalo 1, N. Y.
Germain's Inc., Twist-Ems Div., Los Angeles 21, Cal.
Gibraltar Fabrics, Inc., 2236 Pitkin Ave., Brooklyn 7, N. Y.
Gifford, H. M., Mfg. Co., 2732 B St., Philadelphia 34, Pa.
Gilcor Mfg. Co., Inc., 3 E. Palisade Ave., Englewood, N. J.
Glamorene, Inc., 10 E. 44th St., New York 17, N. Y.
Glidden Co., 11001 Madison Ave., Cleveland 2, Ohio
Gliss'n Products Co., Inc., 11131 Michigan Ave., Chicago 28, Ill.
Globe Ticket Co. of New England, 620 Commonwealth Ave., Boston 15, Mass.
Globe Weaving Co., 17 N. State St., Chicago, Ill.
Glover, Bill, Inc., 5204 Truman Rd., Kansas City 27, Mo.
Golden-Anderson Valve Specialty Co., 1232 Ridge Ave., Pittsburgh 33, Pa.
Goldman Mfg. Co., 13697 Elmira, Detroit 27, Mich.
Goldman Pressing Machine Corp., 400 W. Broadway, New York 12, N. Y.
Goodrich, B. F., Co., 500 S. Main St., Akron 18, Ohio
Goodyear Tire & Rubber Co., Akron, Ohio
Gorton Heating Corp., Cranford, N. J.
Goulds Pumps, Inc., 300 Fall St., Seneca Falls, N. Y.
Graton & Knight Co., 356 Franklin St., Worcester 4, Mass.
Graver Tank & Mfg. Co., Inc., 4809 Tod Ave., East Chicago, Ind.
Graves & Marshall Co., 720 E. Monument Ave., Dayton 2, Ohio
Great Eastern Paper Converters, Inc., 38-60 Review Ave., Long Island City 1, N. Y.
Greaves Machine Tool Co., 2001-17 Eastern Ave., Cincinnati 2, Ohio
Green, A. P., Fire Brick Co., Mexico, Mo.
Greenville Chemical Co., E. Stone & Bennett, P. O. Box 1087, Greenville, S. C.
Greif Bros. Cooperage Corp., Wire Garment Hanger Div., Pennsylvania Ave., Delaware, Ohio
Grimes Co., 2900 Main St., Dallas 1, Texas
Gronauer, M. H., Co., 11 Nettleton, Memphis 2, Tenn.
Gross Machinery Co., Inc., 179-191 Halbert St., Buffalo 14, N. Y.
Gulf Oil Corp.-Gulf Refining Co., 3800 Gulf Bldg., Pittsburgh 30, Pa.
Gummed Tape & Devices Co., 1318-20 60th St., Brooklyn 19, N. Y.
Gustin-Kramer Co., 74-80 Cummington St., Boston 15, Mass.
Guth, Edwin F., Co., 2615 Washington Ave., St. Louis 3, Mo.

H

H. & A. Sizing Co., 3012 Central St., Evanston, Ill.
Hachik Bleach Co., Wynnfield Ave., Philadelphia 31, Pa.
Haertel, Walter, Co., 2840 Fourth Ave., S., Minneapolis 8, Minn.
Hagan Corp., 323 Fourth Ave., Pittsburgh 22, Pa.
Hall, Amos H., & Sons, 5500 N. Water St., Philadelphia 20, Pa.
Hamilton Caster & Mfg. Co., 1637 Dixie Highway, Hamilton, Ohio
Hamilton Copper & Brass Works, Div. Brighton Copper Works, Inc., 820 State Ave., Cincinnati 4, Ohio
Hammel-Dahl Co., 247 Richmond St., Providence 3, R. I.
Hammond Laundry-Cleaning Machinery Co., 220 S. 2nd St., P. O. Box 1160, Waco, Texas
Handy Button Machine Co., 2255 S. Rockwell St., Chicago 8, Ill.
Handy Specialties, 9159 W. Pico Blvd., Los Angeles 35, Cal.
Hanscom, H. F., & Co., 38 Hospital St., Providence 3, R. I.
Hapman-Dutton Co., Dutton Boiler Div., 629 Gibson St., Kalamazoo 6, Mich.
Harris Bros. Mfg. Co., Inc., 20-22 Grotan Ave., Cortland, N. Y.
Harrison, Robert D., Inc., 566 E. Warren Ave., Detroit 2, Mich.
Hatters Supply House, Inc., 404 S. Wells St., Chicago 7, Ill.
Hauser-Stander Tank Co., 4838 Spring Grove Ave., Cincinnati 32, Ohio
Haynes Stellite Co., Unit of Union Carbide & Carbon Corp., 30 E. 42nd St., New York 17, N. Y.
Hays Corp., 742 E. Eighth St., Michigan City, Ind.
Healy-Ruff Co., 2255 University Ave., St. Paul 4, Minn.
Heinemann Electric Co., Pennsylvania Ave. & Plum St., Trenton 2, N. J.
Heller, B., & Co., 3925 Calumet Ave., Chicago 15, Ill.
Heminway & Bartlett Mfg. Co., 500 Fifth Ave., New York 35, N. Y.
Henrici, Fritz, Inc., Milton 87, Mass.
Henrici Laundry Machinery Co., 11 Henrici St., Mattapan Station, Boston 26, Mass.
Henry Hanger Co. of America, 450 Seventh Ave., New York 1, N. Y.
Hercules Laundry Machinery Co., Inc., 132-36 W. 124th St., New York 27, N. Y.
Hercules Powder Co., 952 King St., Wilmington, Del.
Herman Body Co., 4400 Clayton Ave., St. Louis 10, Mo.
Hettrick Mfg. Co., 1401 Summit St., Toledo 12, Ohio
High Chemical Co., Chemical Specialties Div., 1760 N. Howard St., Philadelphia 22, Pa.
Hild Floor Machine Co., 740 W. Washington Blvd., Chicago 6, Ill.
Hinz Needle Co., 10018 S. Rhodes Ave., Chicago 26, Ill.
hi-Tone Soap Co., Randolph, Neb.
Hodge, Farwell & Co., 1934 Sterling Ave., Elkhart, Ind.
Hodges Jack, Specialty Co., 1529 Westheimer Rd., Houston 6, Texas.
Hoffman, U. S. Machinery Corp., 105 Fourth Ave., New York, 3, N. Y.
Hollingsworth & Vose Co., 112 Washington St., East Walpole, Mass.
Holt Mfg. Co., 651-81 20th St., Oakland 12, Cal.
Hood Chemical Co., Inc., Crescent Div., 80 Rittenhouse Pl., Ardmore, Pa.
Hoof Products Co., 6543 S. Laramie Ave., Chicago 38, Ill.
Hooker Electrochemical Co., Niagara Falls, N. Y.
Hooper, Wm. E., & Sons, Woodberry, Baltimore, Md.
Hope Webbing Co., Providence 1, R. I.
Hopkins Equipment Co., 68 Maple Ave., Hatfield, Pa.
Horn, A. C., Co., Inc., 10th St. & 44th Ave., Long Island City 1, N. Y.
Horwath Laundry Machine Mfg. Co., 1002 S. 13th St., Omaha, Neb.
House of Plastics Div. Neon Sign Co., Inc., N. 14th at Taylor, Herrin, Ill.
Howe Paper Corp., 670 Young St., Tonawanda, N. Y.
Howe Scale Co., Rutland, Vt.
Hoyt Mfg. Corp., Forge Rd., Westport, Mass.
Hub Printing Services, 320 N. Euclid Ave., Oak Park, Ill.
Hubinger Co., 601 Main St., Keokuk, Iowa
Huebsch Mfg. Co., Div. American Laundry Machinery Co., 3775 N. Holton St., Milwaukee 1, Wisc.
Hughes Co., 10 East 39th St., New York 16, N. Y.
Hungerford & Terry, Inc., Atlanta Ave., Clayton, N. J.
Huntington Laboratories, Inc., 900-970 E. Tipton St., Huntington, Ind.
Huron Milling, Co., 9 Park Pl., New York 7, N. Y.
Hydraxtor Co., Div. Zephyr Laundry Machinery Co., 3500-12 Touhy St., Chicago 45, Ill.
Hygrade Button & Supply Co., 19 W. 34th St., New York 1, N. Y.

I

Ideal Industries, Inc., Park Ave., Sycamore, Ill.
Ideal Lighting Co., 2219 63rd St., Kenosha, Wisc.
Ideal Stencil Machine Co., 102 Iowa Ave., Belleville, Ill.
Ilg Electric Ventilating Co., 2850 N. Crawford Ave., Chicago 41, Ill.
Illinois Laundry Machinery Mfg. Co., 3128 W. Lake St., Chicago, Ill.
Imperial Dye House, 3421 Tulane Ave., New Orleans 19, La.
Imperial Laundry Machinery Co., 245 Huron St., Brooklyn 22, N. Y.
Indiana Dye House, 122-126 State St., Hammond, Ind.
Indiana Mfg. Co., 1900 E. Main St., New Albany, Ind.
Industrial Equipment Co., 361 N. Ada St., Chicago 1, Ill.
Industrial Grain Products, Ltd., 741 Talbot St., London, Ont., Can.
Industrial Products Co., 2654 N. Fourth St., Philadelphia 33, Pa.
Infilco, Inc., P. O. Box 5033, Tucson, Ariz.
Ingersoll-Rand Co., 11 Broadway, New York 4, N. Y.
Ink-O Products Co., 5101 Monte Vista St., Los Angeles 42, Cal.
Innis, Speiden & Co., 117 Liberty St., New York 6, N. Y.
Intercontinental Mfg. Co., Inc., P. O. Box 578, Garland, Texas
International Boiler Works Co., 500 Birch St., East Stroudsburg, Pa.
International Engineering, Inc., 1145 Bolander Ave., Dayton 1, Ohio
International Harvester Co., 180 N. Michigan Ave., Chicago, Ill.
International Metal Polish Co., 1910 Quill St., Indianapolis 7, Ind.
International Nickel Co., Inc., 67 Wall St., New York 5, N. Y.
International Paper Co., Southern Kraft Div., 220 E. 42nd St., New York 17, N. Y.
International Salt Co., Scranton 2, Pa.
International Steel Wool Corp., 2205 Park Rd., Springfield, Ohio
International Tag & Salesbook Co., 3450 W. Division St., Chicago 51, Ill.
International Ticket Co., 50 Grafton Ave., Newark 4, N. J.
International Wire Hanger Mfg. Co., 2128 W. Lake St., Chicago 12, Ill.
Invincible Vacuum Cleaner Mfg. Co., 14th & Davis Sts., Dover, Ohio
Inweaving Co. of America, 1505 11th St., Wichita Falls, Texas
Iowa Soap Co., 816 Valley St., Burlington, Iowa
Iron Fireman Mfg. Co., 3170 W. 106th St., Cleveland 11, Ohio
Iselin-Jefferson Co., Inc., 90 Worth St., New York 13, N. Y.

J

Jacobson, Lawrence, Dye Works, Inc., Oxford Ave., Summerdale & Comly Sts., Philadelphia 24, Pa.
Jay-Dee, Inc., Mfg. Chemists, 946 Kenmore Blvd., Akron 14, Ohio
Jefferson Island Salt Co., Inc., Jefferson Island Bldg., 136 St. Matthews Ave., Louisville 7, Ky.
Jensen Mfg. Co., Broad St. & Hylton Rd., Palmyra, N. J.
Johns-Manville, 22 E. 40th St., New York 16, N. Y.
Johnson Chemical Industries, Inc., 99 Mellor Ave., Baltimore 28, Md.
Johnson Corp., 855 Wood St., Three Rivers, Mich.
Johnson Metal Hose, Inc., 10 Sperry, Waterbury 20, Conn.
Johnson, S. C., & Son, Inc., Racine, Wisc.
Johnson, W. F., Products Co., 309 Joliet Ave., San Antonio 9, Texas
Johnston Bros., Inc., 100 Pine St., Ferrysburg 1, Mich.
Johnston & Jennings Co., Div. Pettibone-Mulliken Corp., 6917 Bessemer Ave., Cleveland 27, Ohio
Jomac Inc. (formerly C. Walker Jones Co.), 6128 Woodstock St., Philadelphia 38, Pa.
Juno Cleaner Supplies, Inc., 632 Wythe Ave., Brooklyn 11, N. Y.

K

K & K, Inc., 16 Sutton St., Lawrence, Mass.
Kato Engineering Co., 1415 First Ave., Mankato, Minn.
Kaye & MacDonald, Inc., 11-15 Central Ave., West Orange, N. J.
Keckley, O. C., Co., 400 W. Madison St., Chicago 6, Ill.

Keeler, E., Co., 238 West St., Williamsport 3, Pa.
Keever Starch Co., 538 E. Town St., Columbus 15, Ohio
Kee Zipper Corp., 541 W. 34th St., New York 1, N. Y.
Kelley Iron Works, 801 W. First St., Charlotte, N. C.
Kelmaker Mfg. Co., 311 Sixth Ave., Rochelle, Ill.
Kelvinator Div., Nash-Kelvinator Corp., 14250 Plymouth Rd., Detroit, Mich.
Kenco Chemical Co., Inc., P. O. Box 912, Schenectady, N. Y.
Kenite Corp., Harwood Bldg., Scarsdale, N. Y.
Kennedy Car Liner & Bag Co., Inc., Hodell & Prospect Sts., Shelbyville, Ind.
Kennedy Products Co., 4315 Schenck Ave., P. O. Box 2, Cincinnati 36, Ohio
Kenney Softener & Filter Co., 3322-24 Montrose Ave., Chicago 45, Ill.
Kent Co., Inc., 244 Canal St., Rome, N. Y.
Kentucky Box & Truck Co., Fourth & Alvasia Sts. (P. O. Box 463), Henderson, Ky.
Kewanee Boiler Corp., Franklin St. & Q Tracks, Kewanee, Ill.
Kewanee-Ross Corp., Ross Heater Div., 1407 West Ave., Buffalo 13, N. Y.
Keyes-Davis Co., 74 14th St., Battle Creek, Mich.
Keystone Aniline & Chemical Co., 321 N. Loomis St. (1400 W), Chicago 7, Ill.
Keystone Chemical Co., 2019 Center St., N. W., Cleveland 13, Ohio
Keystone Coat & Apron Mfg. Corp. & Keystone Scent Conditioner Corp., 315 N. 12th St., Philadelphia 7, Pa.
Keystone Laundry Machinery Co., 413 N. Oswego St., Chicago 22, Ill.
Keystone Tag Co., West Chester, Pa.
Key-Tag Checking System Co., 6509 Hough Ave., Cleveland 3, Ohio
Kidde, Walter, & Co., Inc., 675 Main St., Belleville 9, N. J.
Kirk & Blum Mfg. Co., 3120 Forrer St. (Oakley), Cincinnati 9, Ohio
Kirk's Leather Cleaners, 7320 Melrose Ave., Los Angeles 46, Cal.
Kisco Boiler & Engineering Co., 2414 De Kalb St., St. Louis 4, Mo.
Kleanmore Laboratories, Inc., 1926 N. Franklin Ave., Flint, Mich.
Kleen Hamper, Inc., Greenville, Ill.
Kletnick, L., & Co., 8342 S. Prairie Ave., Chicago 19, Ill.
Kliegman Bros., Inc., 76-01 77th Ave., Glendale, Brooklyn 27, N. Y.
Kling "100" Corp., 1827 N. Harlem Ave., Chicago 37, Ill.
Klipfel Mfg. Co., 1000 Weller Ave., Hamilton, Ohio
Knight, Maurice A., Settlement, Akron 6, Ohio
Knitted Padding Co., 105 Chapman St., Canton, Mass.
Kohnstamm, H., & Co., Inc., 83-93 Park Pl., New York 7, N. Y.
Kol Master Corp., P. O. Box 111, Oregon 1, Ill.
Kordite Corp., Main St., Macedon, N. Y.
Kran-Mer Corp., 2433-35 N. Third St., Milwaukee 12, Wisc.
Krasan Products, Inc., 1230 Edward St., P. O. Box 1166, Richmond 1, Cal.
Kresky Mfg. Co., Inc., 307 Third St., Petaluma, Cal.
Krevit, H., & Co., Inc., 11 Albert St., New Haven 11, Conn.
Kunkle Valve Co., 119 S. Clinton St., Fort Wayne 2, Ind.
Kwik-Kover Sales Co., 410 N. Kedzie Ave., Chicago 12, Ill.

L

Laclede Stoker Co., 4438 Hunt Ave., St. Louis 10, Mo.
La France Dye House, 946 Shehy St., Youngstown 6, Ohio
Laidlaw, W. A., Wire Co., Peoria, Ill.
Lakewood Mfg. Co., 25039 Center Ridge Rd., Westlake, Ohio
Lally, R., Co., 1729 Greenleaf Ave., Chicago 26, Ill.
Lambooy Label & Wrapper Co., 2129 Portage St., Kalamazoo 29F, Mich.
Lamson Corp., Lamson St., Syracuse 1, N. Y.
Lane, W. T., & Bros., Inc., Prospect St., Poughkeepsie, N. Y.
Lanning Bag & Specialty Co., 205 Front St., Harvard, Ill.
Larick Mfg. Co., 287 Broadway, New York, N. Y.
Larton Products Co., Inc., 4234 Third Ave., New York 57, N. Y.
Lathem Time Recorder Co., 76 Third St., N. W., Atlanta, Ga.
Lattner, P. M., Mfg. Co., 1411 Ninth St., S.W., Cedar Rapids, Iowa
Laundry Chemicals Co., 4538 W. 130th St., Cleveland 11, Ohio
Laundry Machinery Div., Jefferson Wood Working Co., 14th & Hill Sts., Louisville, Ky.
Laundry Specialties Co., 600 Reading Rd., Cincinnati 2, Ohio
Layne & Bowler, Inc., Box 6697, Hollywood Station, Memphis 8, Tenn.
Le Ann Furs, Inc., 311 Collinsville Ave., East St. Louis, Ill.
Leathers', L. M. Sons, Paper Products Div., 675 Pulaski St., Athens, Ga.
Leebaw Mfg. Co., 65 Wayne Ave., Youngstown 2, Ohio
Lee Converters, Inc., 28 W. 23rd St., New York 10, N. Y.
Leef Bros., Inc., 205 Irving Ave., N., Minneapolis 5, Minn.
Leffel, James, & Co., 426 East St., Springfield 99, Ohio
Leprechaun, Inc., 475 Fifth Ave., New York 17, N. Y.
Le Roi Co., Compressor Div., Sub Westinghouse Air Brake Co., 1706 S. 68th St., Milwaukee, Wisc.
Leslie Co., 297 Grant Ave., Lyndhurst, N. J.
Lever Bros. Co., 390 Park Ave., New York, N. Y.
Lewis, G. B., Co., P. O. Box 377, Watertown, Wisc.
Lewis Invisible Stitch Machine Co., 129 W. 22nd St., New York, N. Y.
Lewis National Corp., 1 Mt. Vernon St., Dorchester 25, Mass.
Lewis-Shepard Products, Inc., 307 Walnut St., Watertown 72, Mass.
Liberty Marking Tag Co., Inc., 27 Hooper St., Brooklyn 11, N. Y.
Lieberman, B & G., Co., 94-14 37th Ave., New York, N. Y.
Lincoln Bag Co., Inc., 4200 W. Schubert Ave. (2700 N), Chicago 39, Ill.
Lincoln-Hudson Rug Dyers, Inc., 900 Passaic Ave., East Newark, N. J.
Lincoln Research, Inc., 3250 Montrose St., Toledo 6, Ohio
Lincoln Rug Co., Inc., 85 Springdale Ave., Newark, N. J.
Lincoln-Schluetter Floor Machinery Co., Inc., 512 S. Peoria St., Chicago, Ill.
Linen Suppliers Advertising Corp., 175 Fifth Ave., New York 10, N. Y.
Link-Belt Co., 307 N. Michigan Ave., Chicago 1, Ill.
Linn Coach & Truck Div., Great American Industries, Inc., 443 Chestnut St., Oneonta, N. Y.
Lion Uniform Co., 209 S. Jefferson, Dayton 2, Ohio
Little Frenchman's Dye Works, 921 N. 25th St., Waco, Texas
Livingstone Engineering Co., 100 Grove St., Worcester 5, Mass.
Loebl Dye Works, Inc., Roanoke, Va.
Lookout Boiler & Mfg. Co., Manufacturers Rd. & Compress St., Chattanooga 1, Tenn.
Lorocco Industries, Inc., 203 E. Benson St., Reading 15, Ohio
Los Angeles Soap Co., 617 E. First St., Los Angeles, Cal.
Louden Machinery Co., 1402 Broadway, Fairfield, Iowa
Loyal Textile Machinery Corp., 286 Scholes St., Brooklyn, N. Y.
Lubbock Machine Co., Inc., Box 1138, Lubbock, Texas
Lucas, Claude E., Associates, 880 E. Colorado, Pasadena, Cal.
Lucas Products Corp., 3839 Seiss Ave., Toledo 12, Ohio
Lucey Boiler & Mfg. Co., Chattanooga 2, Tenn.
Lunkenheimer Co., P. O. Box 360, HH, Cincinnati 14, Ohio
Lustrol Drycleaning Products Co., 1600-16th St., San Francisco 1, Cal.
Lynch, John P., Co., 1401 16th St., San Francisco, Cal.

Mc

McBee Co., 295 Madison Ave., New York, N. Y.
McCleary Associates, Inc., 612 N. Main St., Memphis, Tenn.
McDonnell & Miller, Inc., 3500 N. Spaulding Ave., Chicago 18, Ill.
McElmoyl, W. J., Co., 63 Church St., Groveville, N. J.
McLay, Walter J., 1105 N. Water St., Milwaukee 2, Wisc.

M

M & B Metal Products Co., 4415 Morris Ave., Birmingham, Ala.
M-H Standard Co., 518 Communipaw Ave., Jersey City 4, N. J.
M & M Chemical Co., 1559 W. Main St., Willimantic, Conn.
Maas, A. R., Chemical Co., Div. Victor Chemical Works, 4570 Ardine St., South Gate, Cal.
MacDonald Services, 8519 Germantown Ave., Philadelphia 18, Pa.
Mack Trucks, Inc., 350 Fifth Ave., New York 1, N. Y.
Madison Products Co., 105 16th St., Toledo 2, Ohio
Magic Plastic Co. Ltd., 310 W. 93rd St., New York, N. Y.
Magic Re-Weaving Service, 28 W. Second St., Salt Lake City, Utah
Magic-Seal Paper Products, 883 E. Hudson, Columbus 11, Ohio
Magic Textile Weavers, 948 W. McNichols Rd., Detroit 3, Mich.
Magline, Inc., Penconning, Mich.
Majestic Dye House, 3920 W. Armitage Ave., Chicago 47, Ill.
Majestic Paper & Twine Co., Inc., (Laundry & Drycleaning Supply Div.), 155 Imlay St., Brooklyn 31, N. Y.
Malleable Iron Fittings Co., Branford, Conn.
Mallinckrodt Chemical Works, Second & Mallinckrodt Sts., St. Louis 7, Mo.
Manitowoc Cotton Goods Mfg. Co., 909 York St., Manitowoc, Wisc.
Manitowoc Engineering Corp., 512 S. 16th St., Manitowoc, Wisc.
Marclene Chemical Corp., 225 Warwick St., Buffalo 15, N. Y.
Marion Machine Foundry & Supply Corp., 90 West St., New York, N. Y.
Market Forge Co., 25 Garvey St., Everett 49, Mass.
Market Industries, Inc., 1900-16th St., San Francisco 1, Cal.
Mark-O Corp., 17 W. 60th St., New York 23, N. Y.
Mark-Tex Corp., 453 W. 17th St., New York 11, N. Y.
Marlow Pumps, Greenwood Ave., Ridgewood, N. J.
Mar-Mak Machinery Mfg. Co., 626 N. Logan Ave., Danville, Ill.
Marmon-Herrington Co., Inc., 1511 W. Washington St., Indianapolis 7, Ind.
Marsh, Jas. P., Corp., 2073 Southport Ave., Chicago 14, Ill.
Marshall Co., 4350 N. Pulaski Rd., Chicago 41, Ill.
Marshall Heater Co., 716-26 E. Monument Ave., Dayton 2, Ohio
Martin Equipment Co., Div. American Laundry Machinery Co., 5000 Section Ave., Cincinnati 12, Ohio
Martin Fan & Blower Co., 4632 W. 21st Pl., Chicago 50, Ill.
Martin, Reba, Inc., 4201 N. W. Second Ave., Miami 37, Fla.
Marvella Corp., 2019 Center St., N. W., Cleveland 13, Ohio
Mason-Neilan Regulator Co., 1190 Adams St., Boston 24, Mass.
Master Builders Co., 7016 Euclid Ave., Cleveland 3, Ohio
Master-Bilt Refrigeration Mfg. Co., 920 Palm St., St. Louis 7, Mo.
Master, Geo., Div., Ligonier, Ind.
Master Machinery Co., Anderson, Ind.
Master Mfg. Corp., 119 Main St., Box 694, Sioux City, Iowa
Master Mfg. & Equipment Co., 3000 St. Louis, Fort Worth 1, Texas
Master Products Co., 7000 S. Wentworth Ave., Chicago 21, Ill.
Maxant Button & Supply Co., 117 S. Morgan St., Chicago 7, Ill.
Mead, George E., Co., 11240 S. Arroyo Dr., Whittier, Cal.
Mears-Kane-Ofeldt, Inc., P. O. Box 223, Bridgeport, Pa.
Medalie Mfg. Co., 213 First Ave., N., Minneapolis 1, Minn.
Meese, Inc., 1948 Madison St., Madison, Ind.
Mechanical Handling Systems Inc., 4600 Nancy Ave., Detroit 12, Mich.
Mehl Mfg. Co., 2057 Reading Rd., Cincinnati 2, Ohio
Memphis Hanger Co., 14th & P. & L. E. R. R., Monaca, Pa.
Menasha Wood Split Pulley Co., 674 Tayco St., Menasha, Wisc.
Mendex Corp., 2300 Payne Ave., Cleveland 14, Ohio
Mercury Cleaning Systems, Inc., 1817 Benson Ave., Evanston, Ill.
Merson Products Co., 63 Essex St., Jersey City 2, N. J.
Metalweld, Inc., 24th & Hunting Park Aves., Philadelphia 29, Pa.
Metropolitan Body Co., 151 Kossuth St., Bridgeport 8, Conn.
Mexico Refractories Co., Love & Cole Sts., Mexico, Mo.
Meyercord Co., 5323 W. Lake St., Chicago 44, Ill.
Midland Color & Chemical Co., 15 Greene St., Jersey City 2, N. J.
Midland Paint & Varnish Co., 3828 E. 91st St., Cleveland 5, Ohio
Midwest Hanger Co., 2100 Guinotte Ave., Kansas City 20, Mo.
Midwest Laundry & Cleaning Machinery Co., 1341-45 W. Main, Oklahoma City, Okla.
Miller Laundry Machinery Co., 8341 Lyndon Ave., Detroit 21, Mich.
Milwaukee Leather Belting Co., 1114 N. Water St., Milwaukee 2, Wisc.
Milwaukee Printed String Co., 2604 W. Fond du Lac Ave., Milwaukee 6, Wisc.
Mine Safety Appliances Co., 201 N. Braddock Ave., Pittsburgh 8, Pa.
Minneapolis-Honeywell Regulator Co., Industrial Div., Wayne & Windrim Aves., Philadelphia 44, Pa.

Minnesota Chemical Co., 2285 Hampden Ave., St. Paul 4, Minn.
Mitchell, J. B., Co., 4916-28 W. Jefferson Blvd., Los Angeles 18, Cal.
Modine Mfg. Co., 1557 De Koven Ave., Racine, Wisc.
Mohawk Rubber Co., 1235 Second Ave., Akron 5, Ohio
Monarch Engineering Co., 500 Linden Ave., Dayton 3, Ohio
Monite Co., Inc., 4510 Hampton St., St. Louis, Mo.
Monix Co., 277 Greenbay Rd., Wilmette, Ill.
Monroe Calculating Machine Co., Inc., 555 Mitchell St., Orange, N. J.
Monroe Co., Inc., 10703 Quebec Ave., Cleveland 6, Ohio
Montpelier Mfg. Co., Montpelier, Ohio
Moore Business Forms, Inc., 900 Buffalo Ave., Niagara Falls, N. Y.
Moore Co., 800 S. Missouri Ave., Marceline, Mo.
Moore's Time-Saving Equipment, Inc., 1934 S. Sterling Ave., Elkhart, Ind.
Morehead Mfg. Co., 2455 W. Warren Ave., Detroit 8, Mich.
Morheat Corp., 700 E. Kalamazoo St., Lansing 12, Mich.
Morse Display Cases, 627 11th St., Wilmette, Ill.
Morse Mfg. Co., Inc., 122 Dickerson St., Syracuse 2, N. Y.
Moser Bag & Paper Co., 3049 E. 55th St., Cleveland 27, Ohio
Mulholland-Harper Co., 5820 Tacony St., Philadelphia 24, Pa.
Multi-Clean Products, Inc., 2277 Ford Parkway, St. Paul 1, Minn.
Multi-Counter Mfg. Co., 401 Broadway, New York 13, N. Y.
Mund Boilers, Inc., 1600 N. Indiana St., Los Angeles 33, Cal.
Murray, D. J., Mfg. Co., 1002-24 Third St., Wausau, Wisc.
Mutual Paper Box Co., Inc., 510 W. 27th St., New York 1, N. Y.
Myer, Henry, Thread Mfg. Co., 319 W. Van-Buren St., Chicago 7, Ill.

N

Nagel Coat Hanger Co., 1200-18 Oliver St., Houston 7, Texas
Namco Chemical Corp., 4765 Bellevue Ave., Detroit 7, Mich.
Nashua Corp., Sure-Hold Div., 44 Franklin St., Nashua, N. H.
Nashua Textile Co., Empire State Bldg., New York 1, N. Y.
National Airoil Burner Co., Inc., 1284 E. Sedgley Ave., Philadelphia 34, Pa.
National Aluminate Corp., 6216 W. 66th St., Chicago 38, Ill.
National Aniline Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.
National Boiler Protector Co., 928 Reibold Bldg., Dayton 2, Ohio
National Bundle Tyer Co., Dept. 10, Blissfield, Mich.
National Cash Register Co., Main & K Sts., Dayton 9, Ohio
National Chemical Sales Co., Laboratory, Inc., 414-16-18 Sixth St., N. W., Atlanta, Ga.
National Cleaners Chemical Mfg. Co., 2809 W. Lake St., Chicago 12, Ill.
National Combustion Co., 101-06 43rd Ave., Corona 68, N. Y.
National Dryer Mfg. Co., 2500 60th St., Kenosha, Wisc.
National Dye House, 5812 W. Washington Blvd., Culver City, Cal.
National Dye Works, Inc., 3513 Washington Blvd., Baltimore 22, Md.
National Hatters Supplies Co., 81 W. Van Buren St., Chicago 5, Ill.
National Indemnity Exchange, 3820 Washington Blvd., St. Louis 8, Mo.
National Institute of Drycleaning, Silver Spring, Md.
National Life Insurance Co., Montpelier, Vt.
National Marking Machine Co., 4026 Cherry St., Cincinnati 23, Ohio
National Paper Band Co., P. O. Drawer 126, Denver, Colo.
National Paper & Type Co., 120 Wall St., New York 5, N. Y.
National Pneumatic Co., Inc., 125 Amory St., Boston 19, Mass.
National Repair Services, 615 E. Main St., Richmond 19, Va.
National Starch Products, Inc., 270 Madison Ave., New York 17, N. Y.
National Steam Pump Co., 701 W. Johnson, Upper Sandusky, Ohio
National System of Garage Ventilation, Inc., National Ventilating Systems Div., 140 W. William St., Decatur, Ill.
National Textile Chemical Co., 1984 E. 83rd St., Cleveland, Ohio
National Textile Conservation Div., Research Laboratories, Sherron Acres, Durham, N. C.
National Truck Leasing System, 23 E. Jackson Blvd., Chicago 4, Ill.
Necchi Sewing Machine Sales Corp., 164 W. 25th St., New York 1, N. Y.
Nelsonating, 22 Pearl St., Utica 2, N. Y.
Neon Sign Co., Inc., House of Plastics Div., N. 14th at Taylor, Herrin, Ill.
Neva-Clog Products, Inc., 506 Logan St., Bridgeport 1, Conn.
New Departure, Div. General Motors Corp., Bristol, Conn.
New England Business Service, Riverbank Terrace, Townsend, Mass.
New England Trawler Equipment Co., 301 Eastern Ave., Chelsea 50, Mass.
Newhouse Specialty Co., Inc., 3827 San Fernando Rd., Glendale 4, Cal.
New South Mfg. Co., Inc., 711 Bankhead Ave., N.W., Atlanta, Ga.
New York Belting & Packing Co., 1 Market St., Passaic, N. J.
New York High Grade Button Works, 3569 Broadway, New York 31, N. Y.
New York Pressing Machinery Corp., 880 Broadway, New York 3, N. Y.
New York Telecoin Corp., 12 E. 44th St., New York 17, N. Y.
New York Twine Corp., 43 W. 36th St., New York 18, N. Y.
Nice Ball Bearing Co., 30th St. & Hunting Park Ave., Philadelphia 40, Pa.
Nicholson, W. H., & Co., 12 Oregon St., Wilkes-Barre 1, Pa.
Nicholson, Wm. J., Laboratories, 2971 W. Davidson, Detroit, Mich.
Nissen, John P., Jr., Co., Glenside, Pa.
No-Darn Co., 618 N. Wells St., Chicago 10, Ill.
Nopco Chemical Co., Inc., First & Essex Sts., Harrison, N. J.
Norman Control Co., 4650 W. Lawrence Ave., Chicago 30, Ill.
North American Dye Corp., 22 North St., Danbury, Conn.
North American Electric Lamp Co., 1090 Tyler St., St. Louis 6, Mo.
North American Mfg. Co., 4533 E. 71st St., Cleveland, Ohio
North Coast Chemical & Soap Works, 6307-21 17th Ave., S., Seattle 8, Wash.
Norton & Williams, Inc., 608 North Ave., Westfield, N. J.
Nuodex Products Co., Inc., 830 Magnolia Ave., Elizabeth, N. J.
Nu-Pro Mfg. Co., 2918 Washington Ave., St. Louis 3, Mo.
Nutting Truck & Caster Co., 1125 W. Division St., Faribault, Minn.
Nycco Products Co., 110 W. 29th St., New York 1, N. Y.
Nylonet Corp., 2075 N.W. 75th St., Miami 47, Fla.

O

Oakite Products, Inc., 22B Thames St., New York 6, N. Y.
Oakville Div., Scoville Mfg. Co., Waterbury 20, Conn.
Odor Instruments, Inc., 220 E. 42nd St., New York 17, N. Y.
Ohio Centrifugals Co., 342 S. Monument Ave., Hamilton, Ohio
Ohio Injector Co., 175 Laundry St., Wadsworth, Ohio
Ohio Mechanics Institute, Central Parkway & Walnut St., Cincinnati 10, Ohio
Ohmer Register Co., 740 Bolander Ave., Dayton, Ohio
Oil-Rite Corp., 2318 Waldo Blvd., Manitowoc, Wisc.
Oil States Petroleum Co., Inc., 233 Broadway, New York, N. Y.
Olin Cellophane Div., Ecusta Paper Corp., 655 Madison Ave., New York 21, N. Y.
Olin Mathieson Chemical Corp., Baltimore 3, Md.
OlsenMark Corp., 124 White St., New York 13, N. Y.
Olson, J. B. E., Corp., 1740 Broadway, New York 19, N. Y.
Olson Filtration Engineers, Div. American Laundry Machinery Co., 1624 N. Kilbourn Ave., Chicago 39, Ill.
Olson Industries, Inc., Adams, Wisc.
Omaha Dye Works, 24th & Poppleton, Omaha, Nebr.
Ontario Iron Works, 32 Park St., Pulaski, N. Y.
Orr Felt & Blanket Co., Piqua, Ohio
Orr & Sembower, Inc., P. O. Box 1138, Reading, Pa.
Osborn Bros., 223 W. Jackson Blvd., Chicago 6, Ill.
Oshkosh Filter & Softener Co., 51 Ceape St., Oshkosh, Wisc.
Outside Venetian Blind Co., 2625 Elm St., Dallas 1, Texas
Owens-Corning Fiberglas Corp., 16 E. 56th St., New York 22, N. Y.

P

Paasche Airbrush Co., 1909 W. Diversey Parkway, Chicago 14, Ill.
Pabst Brewing Co., Industrial Products Div., 221 N. LaSalle St., Chicago 1, Ill.
Pacific Car & Foundry Co., Renton, Wash.
Pacific Coast Borax Co., 100 Park Ave., New York 17, N. Y.
Pacific Coat Hanger Mfg. Co., 6710 Avalon Blvd., Los Angeles 3, Cal.
Package Chemical Co., Inc., 218 W. First St., Boston 27, Mass.
Package Masters, 2525 S. Wabash Ave., Chicago 16, Ill.
Packless Metal Hose Inc., 31 Winthrop Ave., New Rochelle, N. Y.
Padcraft Corp., 480 W. Front St., Red Bank, N. J.
Pagoda Industries, Inc., 9th St. at Oley, Reading, Pa.
Paisley Products, Inc., 1770 Canalport Ave., Chicago 16, Ill.
Pak-Rite Flexible Packaging Co., 135 W. 20th St., New York 11, N. Y.
Pantex Mfg. Corp., P. O. Box 660, Pawtucket, R. I.
Paper Chemicals, Inc., 510 W. 27th St., New York 1, N. Y.
Para-Lux Products Co., 4158 W. Schubert Ave., Chicago 39, Ill.
Parisian Novelty Co., 3510 S. Western Ave., Chicago 9, Ill.
Park & Tilford, 485 Fifth Ave., New York 17, N. Y.
Parker, Sid E., Boiler Mfg. Co., Inc., 2035 E. 37th St., Los Angeles 11, Cal.
Patek & Co., 1900 16th St., San Francisco 1, Cal.
Patterson-Kelley Co., Inc., 44 Warren St., East Stroudsburg, Pa.
Patterson Laboratories, Inc., 11930 Pleasant Ave., Detroit 25, Mich.
Payson Mfg. Co., 2916 W. Jackson Blvd., Chicago 12, Ill.
Peabody Engineering Corp., 580 Fifth Ave., New York, N. Y.
Pecora Paint Co., Lawrence St. & Sedgley Ave., Philadelphia 40, Pa.
Peerless Pump Div., Food Machinery & Chemical Corp., 301 West Ave., 26, Los Angeles 31, Cal.
Pellerin Milnor Corp., 8000 Edinburgh St., New Orleans 18, La.
Penick & Ford, Ltd., Inc., 420 Lexington Ave., New York 17, N. Y.
Pennington Co., Riverside Ave., Gillette, N. J.
Pennsylvania Refining Co., Butler Savings & Trust Building, Butler, Pa.
Pennsylvania Rubber Co., Penn-Craft Park, Jeannette, Pa.
Pennsylvania Salt Mfg. Co., Three Penn Center Plaza, Philadelphia 2, Pa.
Per Corp., 150 Pine St., Montclair, N. J.
Perelmutter, M., & Co., 4423-25 Broadway, Chicago 40, Ill.
Perfection Marking Machine Co., 441 Detroit St., Denver 6, Colo.
Perfection Products Co. & Identification, Inc., 550 W. Harrison St., Chicago 7, Ill.
Perfex Corp., 500 W. Oklahoma Ave., Milwaukee 11, Wisc.
Permafiber Corp., 450 Seventh Ave., New York 1, N. Y.
Perma Products Co., P. O. Box 25, Linwood Station, Detroit 6, Mich.
Per-Mo Products Co., 1715 E. 36th St., Kansas City 3, Mo.
Permutit Co., 330 W. 42nd St., New York 18, N. Y.
Perry Co., P. O. Box 2057, 110 Overpass Dr., Waco, Texas
Pfaff Sewing Machine Sales Co., 820 Greenwich St., New York 14, N. Y.
Philadelphia Belting Co., Sixth & Spring Garden Sts., Philadelphia 23, Pa.
Philadelphia Quartz Co., 1160 Public Ledger Bldg., Sixth & Chestnut Sts., Philadelphia 6, Pa.
Philco Corp., Storage Battery Div., 467 Calhoun St., Trenton 7, N. J.
Phillips & Phillips Corp., 160 Henry St., Brooklyn, N. Y.
Phoenix Products Co., 4715 N. 27th St., Milwaukee 9, Wisc.
Photoswitch, Inc., 77 Broadway, Cambridge 42, Mass
Piazza Engineering Co., 4317 W. Irving Park Rd., Chicago 41, Ill.
Pick Mfg. Co., 255 S. Main St., West Bend, Wisc.
Piece Control Tag Co., 3160 N. Broadway, Chicago 14, Ill.
Pinnacle Products Corp., 56 Grand St., White Plains, N. Y.
Piolet Button & Novelty Corp., 2537 Amsterdam Ave., New York 33, N. Y.
Pittsburgh Hanger Co., 14th & P. & L. E. R. R., Monaca, Pa.
Pittsburgh Plate Glass Co., Paint Div., 632 Duquesne Way, Pittsburgh, Pa.
Pittsburgh Tag Co., 1112-20 Galveston Ave., Pittsburgh 33, Pa.
Pittsburgh Waterproof Co., 2537 Penn Ave., Pittsburgh 22, Pa.
Plas-Ties Co., 624 Poinsettia, Santa Ana, Cal.
Plibrico Co., 1800 Kingsbury St., Chicago 14, Ill.
Pneumatic Engineering & Sales, 1010 Des Moines Bldg., Des Moines, Iowa
Pocock, M. A., 1234 Central Ave., N.E., Minneapolis 13, Minn.

Popkins Fixture Co., 3722 Forest Park Blvd., St. Louis 8, Mo.
Porto-Fab Co., Inc., 9215 Weiss St., Dallas 9, Texas
Powder Dispenser Co., Palestine, Texas
Powers Regulator Co., 2810 Greenview Ave., Chicago 14, Ill.
Pre-Marked Strip Tag Co., 3232 India St., San Diego 1, Cal.
Pres-Grip Corp., 3108 Main St., Buffalo 14, N. Y.
Premium Service Co., 115 W. 19th St., New York, N. Y.
Procter & Gamble Distributing Co., Gwynne Bldg., P. O. Box 599, Cincinnati 1, Ohio
Proctor & Schwartz, Inc., Seventh St. & Tabor Rd., Philadelphia 20, Pa.
Proportioneers, Inc., P. O. Box 1442, Providence, R. I.
Prosperity Co., Inc., 125 Marcellus St., Syracuse 2, N. Y.
Pryn, William, Inc., Dayville, Conn.
Pure Oil Co., 35 E. Wacker Dr., Chicago 1, Ill.
Purkett Mfg. Co., 325 E. Third St., Joplin, Mo.
Pyrometer Instrument Co., Inc., Bergenfield 33, N. J.

Q

Quality Products Co., 5760 W. Grand Ave., Chicago 39, Ill.
Queen City Engineering Co., Inc., Old Pineville Rd., P. O. Box 3103, Charlotte 3, N. C.
Quigley Co., Inc., 527 Fifth Ave., New York 17, N. Y.
Quik Pac Div., H. Wesley Hutchins Co., Hutching St., Auburn, Maine

R

Rainbow Dye Works, 109 S. 16th St., Louisville 2, Ky.
Ramelli, Rudolph, Inc., 1030 Sprague St., Shreveport, La.
Ramtite Co., Div. S. Obermayer Co., 2563 W. 18th St., Chicago 18, Ill.
Randolph Laboratories, Inc., 8 E. Kinzie St., Chicago 11, Ill.
Rapids-Standard Co., 535 Bono Ave., N.W., Grand Rapids 2, Mich.
Rassenfoss Bag Co., Inc., 1904 Grove St., Glenview, Ill.
Raybestos-Manhattan, Inc., 61 Willett St., Passaic, N. J.
Ray Oil Burner Co., 1301 San Jose Ave., San Francisco 12, Cal.
Reading-Pratt & Cady, Div. American Chain & Cable Co., Inc., Tulpehocken St. & Lebanon Valley R. R., Reading, Pa.
Reed Mfg. Co., 1425 W. Eighth St., Erie, Pa.
Reed-Stabin, Inc., 504 62nd St., Brooklyn 20, N. Y.
Rees-Davis Drugs, Inc., Meriden, Conn.
Reeves Bros., Inc., 54 Worth St., New York 13, N. Y.
Refined Products Corp., 624 Schuler Ave., Lyndhurst, N. J.
Reintjes, George P., 2515-17 Jefferson St., Kansas City 10, Mo.
Reliable Fur Storage Equipment Co., Div. Reliable Machine Works, Inc., 231 Eagle St., Brooklyn 22, N. Y.
Reliable Steam Pressing Machine Service, Inc., 175 Bergen St., Newark 3, N. J.
Reliance Electric & Engineering Co., 1058 Ivanhoe Rd., Cleveland 10, Ohio
Rema Corp., Box 86, Norwalk, Conn.
Remington Rand, Inc., 315 Fourth Ave., New York, N. Y.
Renard's, 741 Madison Ave., New York 21, N. Y.
Reo Motors, Inc., 1314 S. Washington Ave., Lansing 20, Mich.
Repel-O-Products Div., North American Merchandising Co., Transportation Bldg., Detroit 26, Mich.
Republic Flow Meters Co., 2240 W. Diversey Parkway, Chicago 47, Ill.
Republic Steel Corp., Republic Bldg., Cleveland 1, Ohio
Research Laboratories Corp., P. O. Box 338, Durham, N. C.
Research Products Corp., 1011 E. Washington Ave., Madison 3, Wisc.
Resillo Co., 2328 W. Nelson St., Chicago 18, Ill.
Revere Copper & Brass, Inc., 230 Park Ave., New York 17, N. Y.
Revere Electric Mfg. Co., 6009 Broadway, Chicago 40, Ill.
Revolite Div., Atlas Powder Co., Ludlow St., Stamford, Conn.
Rhodes, Preston T., 520-22 N. 61st St., Philadelphia, Pa.
Richards-Wilcox Mfg. Co., 174 Third St., Aurora, Ill.
Risdon Mfg. Co., Risdon St., Naugatuck, Conn.
Riverside Chemical Co., Inc., 871-947 River Rd., North Tonawanda, N. Y.
Riverside Mfg. Co., 4919-27 Connecticut St., St. Louis 9, Mo.
Roberts Numbering Machine Co., 705 Jamaica Ave., Brooklyn 8, N. Y.
Roberts Mfg. Co., P. O. Box 8154, Jackson, Miss.
Robins, G. S., & Co., 126 Chouteau St., St. Louis, Mo.
Robinson School of Weaving, 210½ W. Main Lebanon, Ind.
Robot Laundry Machinery Sales, Div. Wolf Co., Wolf Ave., Chambersburg, Pa.
Rockwell, W. S., Co., 200 Eliot St., Fairfield, Conn.
Rodin Machinery Co., Div. Rodin Bros., 930 E. 43rd St., Chicago 15, Ill.
Roller Bearing Co. of America, Box 480, Trenton, 3, N. J.
Roll-on-Sealer Co., Antioch, Ill.
Rome Soap Mfg. Co., Sixth St., Rome, N. Y.
Ronaflex Tubing Co., Inc., Packard Bldg., Philadelphia 2, Pa.
Root & Co., 11 Ionia, S. W., Grand Rapids 2, Mich.
Roots-Connersville Blower Corp., 900 W. Mount St., Connersville, Ind.
Rosenthal Mfg. Co., 5035 N. Kedzie Ave., Chicago 25, Ill.
Rosenthal Paper Co., 200 Lynch St., St. Louis 18, Mo.
Roth, Roy E., Co., 2430 Fourth Ave., Rock Island, Ill.
Ro-Wash, 696 Pembroke Rd., Jenkintown, Pa.
Rubber City Mfg. Co., 714 N. Main St., Akron 10, Ohio
Ruberoid Co., 500 Fifth Ave., New York 18, N. Y.
Rubin, E. L., Mfg. Co., 4 Monroe St., Pittsfield, Mass.
Rubinoff, M., Inc., 154-156 W. 27th St., New York 1, N. Y.
Rumford Chemical Works, 21 Newman Ave., Rumford 16, R. I.
Rusco Chemicals, Box 9101, Charlotte, N. C.

S

Sabin Machine Co., 6536 Carnegie Ave., Cleveland 3, Ohio
St. Louis Sticker Co., 1906 Pine St., St. Louis 3, Mo.
Sak-Rak Co., 601 Cole Ave., Monroe, La.
Salomon, L. A., & Bro., 216 Pearl St., N. Y. 38, N. Y.
Sani-Matic Brusher, 3945 N. Sheridan Rd., Chicago 13, Ill.
Sanitone Div., Emery Industries, Inc., 2706 Carew Towers, Cincinnati 2, Ohio
Sani-Top Co., Stepney Depot, Conn.
Sarco Co., Inc., Empire State Bldg., New York, 1, N. Y.
Schaub, Fred H., Engineering Co., Inc., 2110 S. Marshall Blvd., Chicago 23, Ill.
Schirmer-Dornbirer Pump Co., 1719 E. 39th St., Cleveland 14, Ohio
Schramm, Inc., West Chester, Pa.
Schwartz, B. W., Co., Box 205, Washington St., Two Rivers, Wisc.
Schwitzer-Cummins Co., 1145 E. 22nd St., Indianapolis 7, Ind.
Scientific Packages, Inc., 1827 Park Ave., Denver, Colo.
Sec-O-Matic Corp., Div. Concord Chemical Co., Inc., 55 LaFrance Ave., Bloomfield, N. J.
Security Fur Seal Co., Inc., 144 W. 27th St., New York 1, N. Y.
Sellers Engineering Co., 4876 N. Clark St., Chicago 40, Ill.
Seneca Dyers, Inc., 1227 Maple St., Rochester 11, N. Y.
Serdex, Inc., 91 Cambridge St., Boston 14, Mass.
Service Recorder Co., 1375 Euclid Ave., Cleveland 15, Ohio
Shane Uniform Co., Inc., 2013 W. Maryland, Evansville 7, Ind.
Shell Oil Co., Inc., 50 W. 50th St., New York 20, N. Y.
Sherwin-Williams, 101 Prospect Ave., N. W., Cleveland 1, Ohio
Shields Engineering & Mfg. Co., 277 E. 156th St., Cleveland 10, Ohio
Shreveport Garment Mfg., 908 McNeil St., Shreveport 95, La.
Sibur Mothproof Co., P. O. Box 956, Colorado Springs 3, Colo.
Siebring Mfg. Co., 106 Owen St., George, Iowa
Signal Chemical Mfg. Co., 11510 Kinsman Rd., Cleveland 4, Ohio
Simco Co., 920 Walnut St., Lansdale, Pa.
Simmons Machine Co., 5118 Lincoln Ave., Chicago 25, Ill.
Simplex Oil Heating Corp., 7901 Oxford Ave., Philadelphia 11, Pa.
Simplex Time Recorder Co., 24 S. Lincoln St., Gardner, Mass.
Singer Sewing Machine Co., 149 Broadway, New York 6, N. Y.
Sirotta, Bernard, Co., 620 Smith St., Brooklyn 31, N. Y.
Skelly Oil Co., 47th St. & Penn Ave., (605 W. 47), Kansas City 41, Mo.
Skrandel Co., 6433 S. Rockwell St., Chicago 29, Ill.
Slater-Robbins Co., Inc., 28-44 Borden Ave., Long Island City, N. Y.
Smith, A. O., Corp., Perma Glass Div., Route 46, Kankakee, Ill.
Smith Bros. Co., Highway 64 at West Ave., Plymouth, N. C.
Smith, Frank R., Co., 503 Front St., Orange, Texas
Smith, R. B., Co., 1609 S. Nevada Ave., Colorado Springs, Colo.
Smith, X. S., Inc., Box 272, Red Bank, N. J.
Socony-Vacuum Oil Co., Inc., 26 Broadway, New York 4, N. Y.
Soden, P. N., & Co., Ltd., 2143 St. Patrick St., Montreal, Can.
Solvay Process Div., Allied Chemical & Dye Corp., 40 Rector St., New York 6, N. Y.
Some's Terminal Uniforms, P. O. Box 87-5 Cos. Branch, Jersey City, N. J.
Southeastern Textile Co., 222 E. Solomon St., Griffin, Ga.
Southern Machinery Co., 1565 Hansford St., Charleston 24, W. Va.
Southern Mills, Inc., 585 Wells St., S. W., Atlanta, Ga.
Southland Enterprises, 1132 Pryor St., S. W., Atlanta, Ga.
Spear Box Co., Inc., 270 11th Ave., New York 1, N. Y.
Speare Co., 2235 S. Ford Ave., Chicago 16, Ill.
Specialty Devices Co., 805 E. 26th St., Norfolk 4, Va.
Speed Check Co., Inc., P. O. Box 6131, Atlanta, Ga.
Speed Queen Corp., Ironer Div., 413 Washington Ave., Algonquin, Ill.
Speedlite Chemicals Co., 1900-16th St., San Francisco 1, Cal.
Speedway Chemical Co., 2029 Park Ave., Detroit 26, Mich.
Speedy Washer Mfg. Co., 5700 N. W. 35th Ave., Miami 48, Fla.
Spencer Turbine Co., 486 New Park Ave., Hartford, Conn.
Spix Products Co., 119 Dahlem St., Pittsburgh 6, Pa.
Spotswood Parker & Co., 313 Techwood Dr., N. W., Atlanta, Ga.
Stadham Co., Inc., 1825-31 N. 20th St., Philadelphia 21, Pa.
Stadler Textile Weavers, 312 E. Wisconsin Ave., Milwaukee, Wisc.
Stainproof Mfg. Co., 2032 E. Seventh St., Los Angeles 21, Cal.
Staley, A. E., Mfg. Co., 220 Eldorado, Decatur 60, Ill.
Standard Chemical Works Co., 538 E. Town St., Columbus 15, Ohio
Stamford Chemical Co., St. Mary's St. & Halloween Blvd., P. O. Box 1131, Stamford, Conn.
Standard Garment Co., 2283 Fulton St., Toledo 10, Ohio
Standard Laundry & Cleaning Machinery Co., 6900 Maple Ave., Dallas 2, Texas
Standard Oil Co., 910 Michigan Ave., Chicago 80, Ill.
Standard Register Co., 3005 Campbell St., Dayton 1, Ohio
Standard Soap Co., Div. Concord Chemical Co., Inc., P. O. Box 800, Camden, N. J.
Stanley, John T., Co., Inc., 626-66 W. 30th St., New York 1, N. Y.
Sta-Nu Corp., 4850 W. Belmont, Chicago 41, Ill.
Star Service Hanger Div., L. A. Young Spring & Wire Corp., 9200 Russell St., Detroit 11, Mich.
Stauffer Chemical Co., 380 Madison Ave., New York 17, N. Y.
Stay-Fresh Corp., 3945 N. Sheridan Rd., Chicago 13, Ill.
Steamaster Automatic Boiler Co., 5819 Compton Ave., Los Angeles 11, Cal.
Steamaster Co., Inc., 110 W. 30th St., New York 1, N. Y.
Steam Engineering & Sales Co., 1818 W. 47th St., Chicago, Ill.
Stearns, George, Chemical & Mfg. Co., 119 E. Main St., Madison, Wisc.
Stebbins Mfg. & Supply Co., 1735 Blake St., Denver 2, Colo.
Steelcote Mfg. Co., 3418 Gratiot, St. Louis 3, Mo.
Steele Canvas Basket Co., Inc., 199 Concord Turnpike, Box 64, Cambridge 40, Mass.
Steele, J. W., & Co., 12th Ave. & Howell, North Kansas City 16, Mo.
Steel Products Engineering Co., 1205 Columbia St., Springfield, Ohio
Steigler, George, Co., 8 Forest Ave., Cincinnati, Ohio
Stein, Lawrence M., Co., 815-25 W. Van Buren St., Chicago 7, Ill.
Steiner Sales Co., 740 Rush St., Chicago 11, Ill.
Steinman Paper Co., 1302 Halsted Ave., Chicago 22, Ill.
Stephens-Adamson Mfg. Co., Ridgeway Ave., Aurora, Ill.
Sterling Air Conditioning Corp., 358 W. Main Ave., Gastonia, N. C.
Sterling, Inc., 3738 N. Holton St., Milwaukee 12, Wisc.

Sterling Engineering & Mfg. Corp. (Templeton Mfg. Co.), Reservation Rd., Hyde Park 36, Mass.
Sterling Supply Corp., 1 Porter St., Philadelphia 48, Pa.
Sterwin Chemicals, Inc., 1450 Broadway, New York 18, N. Y.
Steven, Michael, Corp., 525 W. 52nd St., New York 19, N. Y.
Stevenson Co., Stevenson, Conn.
Stevenson, Jordan & Harrison, Inc., 205 W. Wacker Dr., Chicago 6, Ill.
Stewart-Warner Corp.-Alemite Corp., 1826 Diversey Parkway, Chicago 14, Ill.
Stitt-Reed, Inc., and/or Wm. A. Reed & Co., Inc., 8432 44th Pl., Lyons, Ill.
Stomac Engineering Co., Inc., 2000 W. 25th, Cleveland 13, Ohio
Stone Boiler Equipment Corp., 186 Powers St., Brooklyn 11, N. Y.
Story Mfg. Co., 205 Lafayette Ave., Bellevue, Ky.
Stout, David, & Sons, 7016 Manchester Blvd., St. Louis 17, Mo.
Stover Water Softener Co., Stover Bldg., St. Charles, Ill.
Street, R. R., & Co., Inc., 561 W. Monroe St., Chicago 6, Ill.
Strike's Laundry Machinery, Inc., 221 N. Westmoreland Ave., Los Angeles 49, Cal.
Strohmeyer & Arpe Co., 139-414 Franklin St., New York 13, N. Y.
Stromberg Time Corp., 109 Lafayette St., New York 13, N. Y.
Strong, Carlisle & Hammond Co., 1392 W. Third St., Cleveland 13, Ohio
Stry-Lenkoff & Co., 815 E. Market St., Louisville 6, Ky.
Studebaker Corp., South Bend, Ind.
Suedecare, Inc., 50 Station Plaza, Hempstead 1, N. Y.
Suede King, 1311 State St., Sharon, Pa.
Superior Combustion Industries, Inc., 1475 Broadway, New York 18, N. Y.
Superior Controls Co., Inc., 1835 S. Bonnie Brae Rd., Los Angeles, Cal.
Superior Products Co., 148 Pearl St., Somerville 45, Mass.
Superior Reweavers, 116 Peachtree Arcade, Atlanta 3, Ga.
Super Laundry Machinery Co., Div. St. Joe Machines, Inc., State & Water Sts., St. Joseph, Mich.
Sure-Hold Div., Nashua Corp., Franklin St., Nashua, N. H.
Sureloc Paper Clip Co., 66 Kenyon Ave., Wakefield, R. I.
Surface Protection Co., Inc., 16799 Euclid Ave., Cleveland 12, Ohio
Sutherland Paper Co., 243 E. Paterson St., Kalamazoo 15-D, Mich.
Swift & Co., Union Stock Yards, Chicago 9, Ill.
Sylvania Div., American Viscose Corp., 122 E. 42nd St., New York 17, N. Y.
Sylvania Electric Products, Inc., 500 Fifth Ave., New York 1, N. Y.

T

Taco Heaters, Inc., 137 South St., Providence 3, R. I.
Tad Chemical Co., Div. Acme Industrial Compounds Corp., 625 S. Goodman, Rochester 7, N. Y.
Tagit Co., 1212 11th St., Rockford, Ill.
Takamine Laboratory, Inc., 193 Arlington Ave., Clifton, N. J.
Take-Care Mfg. & Sales Co., 2225 E. Ninth St., Wichita, Kans.
Talon, Inc., 626 Arch St., Meadville, Pa.
Tarbonis Co., 4300 Euclid Ave., Cleveland 3, Ohio
Tash, Al, Dye Works, Grand Prairie, Dallas County, Texas
Taubman, Samuel, & Co., 1 W. 34th St., New York 1, N. Y.
Taylor Host Inc., 4418 Griffin Ave., Los Angeles 31, Cal.
Taylor, W. A., & Co., 7300 York Rd., Baltimore 4, Md.
Tejax Engineering Corp., 1 Washington Ave., Providence 1, R. I.
Tele-Vue Packaging Products, Inc., 300 S. 12th St., New Hyde Park, N. Y.
Texas Co., 135 E. 42nd St., New York, N. Y.
Tex Tag Control Systems, 522 W. Peachtree St., Atlanta, Ga.
Textile Marking Machine Co., Inc., 2204 Erie Blvd., East, Syracuse 1, N. Y.
Thermopatch Corp., 2432 Grand Concourse, New York 58, N. Y.
Thomaston Mills, E. Main St., Thomaston, Ga.
Thompson, H. C., Clock Co., 38 Federal St., Bristol, Conn.
Thompson-Hayward Chemical Co., 2915 Southwest Blvd., Kansas City 8, Mo.
Thomson Chemical Co., 619 N. Jackson St., Lima, Ohio
Thoro Products Co., 3240 Larimer St., Denver 5, Colo.
Thrifty Weavers, 310 N. St. Clair St., Toledo 4, Ohio
TickeTag Corp., 512 Wrenn St., High Point, N. C.
Tillery Container Corp., 6000 Wilson Ave., Kansas City 23, Mo.
Time Savers, Inc., 83-99 Walnut St., Montclair, N. J.
Timken Roller Bearing Co., 1835 Dueber Ave., S. W., Canton 6, Ohio
Tingue, Brown & Co., 1765 Carter Ave., New York 57, N. Y.
Titusville Iron Works Co., Div. Struther Wells Corp., 51 Drake St., Titusville, Pa.
Todd Co., Inc., 1150 University Ave., Rochester 3, N. Y.
Toledo Scale Co., 1076 Telegraph Rd., Toledo 12, Ohio
Tork Clock Co., Inc., 1 Grove St., Mt. Vernon, N. Y.
Trane Co., Second & Cameron Sts., La Crosse, Wisc.
Travelers Insurance Co., Hartford, Conn.
Trent Tube Co., East Troy, Wisc.
Trico Chemical Div., Tri-State Equipment Co., 402 Swetland Bldg., 1010 Euclid Ave., Cleveland 15, Ohio
Trico Fuse Mfg. Co., 2948 N. Fifth St., Milwaukee 12, Wisc.
Trimer Scale & Mfg. Co., 2714 W. 21st Chicago, Ill.
Trio Chemical Works, Inc., 341-49 Scholes St., Brooklyn 6, N. Y.
Tripp Mfg. Co., Grande Ave., Greenville, N. C.
Tropical Paint & Oil Co., 1110-1300 W. 70th St., Cleveland 2, Ohio
Troy Laundry Machinery Div., American Machine & Metals, Inc., East Moline, Ill.
Troy Sunshade Co., Plum & Grant Sts., Troy, Ohio
Tru Color Dye Works, Inc., 2447 44th St., Long Island City 3, N. Y.
"TT" TickeTag Corp., 512 N. Wrenn St., High Point, N. C.
Tyson Sales Co., Inc., 1212 Washington Ave., Houston, Texas

U

Underwood Corp., 1 Park Ave., New York 16, N. Y.
Uniflow Mfg. Co., Erie, Pa.
Uniform Sales Co., 527 W. Roosevelt Rd., Chicago 7, Ill.
Uni-Mac Co., 1917 S. Federal Highway, Fort Lauderdale, Fla.
Union Iron Works, 15th & Cascade St., Erie, Pa.
Union Oil Co. of California, Los Angeles, Cal.
Unipress Co., 2800 Lyndale Ave., S., Minneapolis 8, Minn.
United Autographic Register Co., 5000 S. California Ave., Chicago, Ill.
United Brass Works, 1589 Atlantic Ave., Brooklyn, N. Y.
United Cotton Goods Co., Inc., 101 E. Broadway, Griffin, Ga.
United Fabrics Co., 223 W. Jackson Blvd., Chicago, Ill.
United Laboratories, Inc., 2863 Noble Rd., Cleveland 12, Ohio
United Print Shop, 283 Seventh Ave., New York 1, N. Y.
U. S. Blind Stitch Machine Co., 312 Seventh Ave., New York 1, N. Y.
U. S. Chemical Products Co., P. O. Box 212, Columbus, Ohio
U. S. Gauge Div., American Machine & Metals, Inc., Clymer Ave., Sellersville, Pa.
U. S. Hoffman Machinery Corp., 105 Fourth Ave., New York 3, N. Y.
U. S. Machine Corp., Lebanon, Ind.
U. S. Marking Tag Co., Inc., 718 Atlantic Ave., Brooklyn 17, N. Y.
U. S. Metals Corp., Puerto Nuevo, Box 3336, San Juan, Porto Rico
U. S. Mining Corp., 6363 Wiltshire Blvd., Los Angeles 48, Cal.
U. S. Rubber Co., Koylon Div., 407 N. Main St., Mishawaka, Ind.
U. S. Rubber Co., Textile Div., 1230 Ave. of the Americas, New York 20, N. Y.
U. S. Spring & Bumper Co., 4951 Alcoa Ave., Los Angeles, Cal.
U. S. Steel Co., 525 William Penn Pl., Pittsburgh 30, Pa.
U. S. Tag & Ticket Co., 2217-21 Robb St., Baltimore, Md.
U. S. Tissue Converting Co., 1848 W. Washington Blvd., Los Angeles 7, Cal.
United Steel & Wire Co., 175 Fonda Ave., Battle Creek, Mich.
United Vacuum Appliance Corp., Connersville, Ind.
Unit Wash Corp., 162 S. Washington St., Plainville, Conn.
Universal Laundry Machinery Co., 3739 Page Blvd., St. Louis, Mo.
Universal Match Corp., St. Louis 3, Mo.
Universal Sales, Inc., Delaware, Ohio
Universal Solvent Co., Springfield, Delaware Co., Pa.
Utility Truck Distributors, Inc., Union City, Ind.

V

V & W Equipment Co., 664 W. Peachtree, N. W., Atlanta 3, Ga.
Valdura Div., American Marietta Co., 43 E. Ohio St., Chicago 11, Ill.
Van Chemical Co., 539 Third St., Detroit 26, Mich.
Vapor Heating Corp., 230 Park Ave., New York 17, N. Y.
Vara, A. G., & Son, 53 Clark St., Hamburg, N. Y.
Veeder-Root, Inc., 70 Sargeant, Hartford 2, Conn.
Velan Engineering Co., 6585 Jeanne Mance St., Montreal, Can.
Velocity Steam Production Engineering, Inc., 38 S. Dearborn St., Chicago 3, Ill.
Vic Cleaning Machine Co., 1313 Hawthorne Ave., Minneapolis 3, Minn.
Victor Balata & Textile Belting Co., 53 Park Pl., New York 7, N. Y.
Victor Chemical Works, 155 N. Wacker Drive, Chicago 6, Ill.
Victor Lubricator Sales Co., Mildred & North Aves., Antioch, Ill.
Viking Pump Co., Fourth & Newman Sts., Cedar Falls, Iowa
Virginia-Carolina Laundry Supply Corp., 212 W. Seventh St., Richmond, Va.
Virginia Greenstone Co., Inc., Box 897, S. Lynchburg, Va.

W

Wagner Sign Service, Inc., 212 Hoyne Ave., Chicago 12, Ill.
Waldorf Co., 2236 Myrtle Ave., St. Paul, Minn.
Waldorf Paper Products, 2250 Wabash Ave., St. Paul 4, Minn.
Wallerstein Co., Inc., 180 Madison Ave., New York 16, N. Y.
Walser Automatic Timer Control, 420 Lexington Ave., New York 17, N. Y.
Walworth Co., 60 E. 42nd St., New York 17, N. Y.
Warco Laboratories, 1638 W. Vernon Ave., P. O. Box 62066, Los Angeles 62, Cal.
Warwick Chemical Co., 10th St. & 4th Ave., Long Island City, N. Y.
Washex Machinery Corp., 192 Banker St., Brooklyn 22, N. Y.
Washine National Sands, Inc., 37-02 Northern Blvd., Long Island City 1, N. Y.
Watson-Standard Co., 225 Galveston Ave., Pittsburgh 12, Pa.
Wayne Pump Co., 513-521 Tecumseh St., Fort Wayne 4, Ind.
Weave Masters, Inc., 413 Race St., Cincinnati, Ohio
Webb Belting & Supply Co., 1501-1507 W. 12th St., Kansas City 7, Mo.
Webster, Warren, & Co., 17th & Federal Sts., Camden, N. J.
Wendling Standard Forms, Fort Thomas, Ky.
Weissert, R. M., 607 Equitable Bldg., 613 Locust St., St. Louis, Mo.
West Coast Laundry Machinery Co., 3246 17th St., San Francisco 10, Cal.
Western Laundry Machinery Co., 420 E. 10th St., North Kansas City 16, Mo.
Western Laundry Press Co., 619 S. Fifth West St., Salt Lake City, Utah
Western Pump Co., Ltd., 522 W. Santa Clara St., San Jose 1, Cal.
Westinghouse Electric Corp., Lamp Div., Bloomfield, N. J.
Weston Electric Instrument Corp., 614 Frelinghuysen Ave., Newark 5, N. J.
West Side Corp., 177 E. 123rd St., New York 35, N. Y.
West Texas Marine Boiler Works, Inc., P. O. Box 5665, Lubbock, Texas
Westvaco Chlor-Alkali Div., Food Machinery & Chemical Corp., 161 E. 42nd St., New York 17, N. Y.
Whitehouse Nylon Products, 360 Furman St., Brooklyn 1, N. Y.
White Machine Co., Inc., North 14th St., Kenilworth, N. J.
White Motor Co., 847 E. 79th St., Cleveland, Ohio
Whitlock Mfg. Co., 90 South St., Elmwood, Hartford 10, Conn.
Wichita Precision Tool Co., Inc., 450-454 N. Seneca, Wichita 12, Kans.
Wick Narrow Fabric Co., 112 N. 12th St., Philadelphia 7, Pa.
Wiegand, Edwin L., Co., 7671 Thomas Blvd., Pittsburgh 8, Pa.
Will-Burt Co., Orrville, Ohio
Willcox & Gibbs Sewing Machine Co., 214 W. 39th St., New York 18, N. Y.

Williams & Davis Boiler & Welding Co., Inc., 2527 Canton St., Dallas 1, Texas
Williams Laundry Machinery Co., Inc., 37-16 22nd St., Long Island City 1, N. Y.
Williams, J. B., & Sons, 51 Washington St., Dover, N. H.
Wil-Nor Products, 3002 N. Fifth St., Philadelphia 33, Pa.
Wilson, A. L., Chemical Co., 38 Passaic Ave., Kearny, N. J.
Windsor Chemical Co., P. O. Box 8, Peekskill, N. Y.
Winner, Joe L., 281 S. Hilton St., Baltimore 29, Md.
Wire Specialties & Mfg. Corp., 1348-50 12th St., Denver 4, Colo.
Wizard Weavers, 135 E. Gay St., Columbus 15, Ohio
Wolf Machine Co., 2203 Fowler St., Cincinnati 6, Ohio
Wolke, A. F., Co., 1902 Silver St., New Albany, Ind.
Wonder Weavers, 44 Whalley Ave., New Haven 11, Conn.
Wood Conversion Co., First National Bank Bldg., St. Paul 1, Minn.
Wood, George, Sons & Co., 512 Walnut St., Philadelphia 5, Pa.
Woodhead Insurance Agency, 510 Insurance Exchange Bldg., Kansas City 6, Mo.
Wood's, T. B., Sons Co., Chambersburg, Pa.
Woodward Valve Repair, 624 Main St., Woodward, Okla.
Wornstead, Smith & Loomis, Inc., 77 Washington St., N., Boston 14, Mass.
Worthington Pump & Machine Corp., Worthington Ave., Harrison, N. J.
Wright-Austin Co., 3245 W. Woodbridge St., Detroit 26, Mich.
Wrisley, Allen B., Co., 6801 W. 65th St., Chicago, Ill.
Wyandotte Chemicals Corp., Biddle Ave., Wyandotte, Mich.
Wyotana Mining Co., 331 First Federal Bldg., St. Paul 1, Minn

Y

Yarnall-Waring Co., 129 Mermaid Ave., Philadelphia 18, Pa.
Yeomans Bros. Co., 1999 Ruby St., Melrose Park, Ill.
York-Shipley, Inc., York, Pa.
Young, John A., 7 Central Ave., West Barrington, R. I.
Young Radiator Co., 709 S. Marquette St., Racine, Wisc.

Z

Zeidler Mfg. Co., 61 Westchester Ave., White Plains, N. Y.
Zellermayer, Nathan, & Co., 2106 Washington Ave., New York, N. Y.
Zel-Tex Co., Inc., 1623 Sears Point Rd., Vallejo, Cal.
Zenith Electric Co., 146 W. Walton St., Chicago 10, Ill.
Zephyr Laundry Machinery Co., 3500-12 Touhy Ave., Chicago 45, Ill.
Zero Water Softener Mfg. Co., 4985 Elston Ave., Chicago 30, Ill.
Zuckerberg Co., 87 Franklin St., New York 13, N. Y.

LOCAL BUYERS' GUIDE

a geographical directory of manufacturers, direct branch offices, jobbers and distributors

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BIRMINGHAM

Allegheny Ludlum Steel Corp., 716 N. 19th St.
Armour & Co., Industrial Soap Div., 2309 First Ave.
Armstrong Machinery Co., 424 S. 20th St. (E)
Ballard, W. P., Co., 1521 First Ave. (E & S)
Barrett Div., Allied Chemical & Dye Corp., 1327 Erie St.
Benton Bros., 2322 12th Ave., N.
Berger Mfg. Div., Republic Steel Corp., 1407 Empire Bldg.
Bristol Co., Comer Bldg.
Cupples-Hesse Corp., 905 Frank Nelson Bldg.
Dixie Laundry Machinery Co., 112 S. 20th St. (E)
Foxboro Co., P. O. Box 589
General Chemical Div., Allied Chemical & Dye Corp., 2313 Morris Ave.
Ingersoll-Rand Co., 1700 Third Ave.
Kewanee Boiler Corp., 2224 Comer Bldg.
Laundry, Cleaners Maintenance Supply Co., 209 First Ave., N. (E & S)
Link-Belt Co., Comer Bldg.
M & B Metal, 4415 Morris Ave.
Middlebrooks Laundry Machinery Co., 816 Second Ave., N. (E)
Reliance Electric & Engineering Co., 1722 First Ave., N.
Republic Steel Corp., Empire Bldg.
Ross, F. H., & Co., Inc., 202 S. 12th St. (E & S)
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Puckett & Co., 623 Henry St. (S)

LANETT

Dello Products Co., 1109-11 First St.

LEEDS

Star Service Hanger Div., L. A. Young Spring & Wire Corp., P. O. Box 86

MOBILE

Bemis Bro. Bag Co., P. O. Box 1110
Dixie Hanger Co., 65 N. Commerce St.
Midland Paint & Varnish Co., 1715 Old Shell Rd.
Regan Co., 1751 Old Shell Rd. (E)
Ross, F. H., & Co., Inc., 51 Lipscombe St. (E & S)

MONTGOMERY

Dixie Laundry Machinery Co., 1119 Houston St. (E)
Franklin Equipment Co., 1216 Houston St. (E)
Middlebrook Laundry Machinery Co., 229 Houston St. (E)
Phenix Supply Co., 3420 Gilmer Ave. (E & S)

ARIZONA

PHOENIX

Bemis Bro. Bag Co., 624 Security Bldg.
Cowden, John P., P. O. Box 1986 (E)
Dick's Supply Co., 424 E. Jefferson St.
Martin Machinery, Inc., 4502 N. 18th Ave.
McCoy, Paul, 3019 N. 16th Dr.
Mefford Chemical Co., 502 S. Second St.
Milgram Dist. Co., 1515 W. McDewell Rd. (E)
Patek & Co., 2121 S. 15th Ave. (E)
Riggs Equipment & Maintenance Co., 9425 N. 13th St.
Southwest Laundry Machinery Co., 1107 N. Laurel Ave.
Tony's Tailor Supply, 1009 N. Second St. (E & S)
Tri-State Machinery Co., 1622 E. Washington St. (E)
Western Chemical Co., 625 S. Fifth St. (E & S)
Worthington Pump & Machinery Corp., 1217 W. Jefferson St.

TUCSON

Copper State Chemical Co. (S)
Crane Co., 25 E. Toole Ave.
Infilco, Inc., 914 S. Campbell Ave., P. O. Box 5033
Western Chemical Co., 207 E. Pennington (E & S)

ARKANSAS

FORT SMITH

Cleaners Sales & Service, Inc., 3616 Townson Ave.
Crane Co., 221 S. Ninth St.
Seyfer, Robert P., 529 N. 41st St.
United Machinery Co., 3224 Midland Blvd.

LITTLE ROCK

Arkansas Paper Co., 622 E. Markham St. (S)
Capitol Chemical & Supply Co., 1214-16 Main St. (E & S)
Coffield & Moore Mfg. Co., 2812 Asher St. (E)
Cupples-Hesse Corp., 210 Terminal Warehouse Bldg.
Paisley Products, Inc., P. O. Box 56, Arch St. Sta.
Ramelli, Rudolph, Inc., 500 E. Markham (S)
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Haertel, Walter, Co., P. O. Box 643

BELL GARDENS

Brenew Co., 5606 Clara St.

BERKELEY

Colgate-Palmolive Co., 2700 Seventh St.
Curtis Mfg. Co., 3033 San Pablo Ave.
Kewanee-Ross Corp., Ross Heater Div., 1715 -B Solano Ave.
Martin Equipment Co., Div. American Laundry Machinery Co., 1507 San Pablo Ave.
Pennsylvania Salt Mfg. Co., 323 Woolsey Bldg., 2168 Shattuck Ave.

CULVER CITY

National Dye House, 5812 W. Washington Blvd.

DIABLO

Onken, Edwin S., Co., Box 36 (E & S)

DOWNEY

Darnell Corp., Ltd., 12000 Woodruff Ave.

EL MONTE

Clayton Mfg. Co., 1363 N. Temple City Blvd.

EMERYVILLE

Besler Corp., 4053 Harlan St.

FRESNO

Hildebrand Supply Co., 2225 Fresno St. (E & S)
Mitchell, J. B., Co., 4916-28 W. Jefferson Blvd.
Naman Supply & Equipment Co., 3207 E. Tulare St. (E & S)

GLENDALE

California Cleaners Equipment & Supplies, 1005 S. Central (E & S)
Flexonics Corp., 109 Glendale Ave., S.
Newhouse Specialty Co., Inc., 3827 San Fernando Rd.

HUNTINGTON PARK

Huntington Supply Co., 6905 Santa Fe Ave. (S)

LONG BEACH

Campbell, J. A., Co., 645 E. Wardlow Rd.
Coonen Supply, 412 E. Third St. (E & S)
Crane Co., 824 W. Anaheim St.
Federal Cleaners & Chemical Supply, 412 E. Third St. (E & S)

LOS ANGELES

Ajax Supply Co., 8219 S. Main St. (S)
Ald, Inc., 7402 Sunset Blvd.
Allegheny Ludlum Steel Corp., 4915 Pacific Blvd.
Alrose Chemical Co., 3529 E. Olympic Blvd.
Ambassador Continuous Towel Cabinet Co., 125 N. Mission Rd.
Amber Mfg. Co., 607 S. Union Ave.
American Aniline Products, Inc., 1019 S. Grand Ave.
American Brake Shoe Co., Kellogg Div., 3355 Slauson Ave.

(E) denotes jobbers handling equipment, (S) denotes jobbers handling supplies

American Chemical & Products Co., 3287 Casitas Ave.
American Cleaners & Laundry Supply Co., 4310 W. Jefferson Blvd. (E & S)
American Coat Hanger Mfg. & Specialty Co., 4310 W. Jefferson Blvd.
American Hair & Felt Co., 1535 N. Ditman
American-La France-Foamite Corp., 733 E. Eighth St.
American Laundry Machinery Co., 1442 E. Fourth St.
American Mineral Spirits Co., 555 S. Flower St.
American Sterilizer Co., 1715 W. Eighth St.
Angelica Uniform Co., 1101 S. Main St.
Arabol Mfg. Co., 6455 E. Canning St.
Armite Laboratories, 6609 Broad St.
Atlas Powder Co., Industrial Chemicals Dept., 411 W. Fifth St.
Bailey Meter Co., 1709 W. Eighth St.
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Ilg Electric Ventilating Co., 15 Park Row
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CLEANING PLANTS FOR SALE

For Sale—laundries, drycleaning plants, rug cleaning plants in Metropolitan N. Y. C. area, Westchester, New Jersey, Connecticut, Pennsylvania. If interested in buying or selling, contact **J. B. KANDEL, 131-39 228TH STREET, LAURELTON, LONG ISLAND, NEW YORK. PHONE: LAURELTON 8-3291.** 4648-2

For sale: Drycleaning plant and laundry. Ideal location. Long lease. Excellent equipment, showing good profits. Anyone who knows anything about this type of business will appreciate this opportunity. Priced below cost. Requires only $11,000 down. Lund Realty, 725 North Atlantic Ave., Daytona Beach, Fla. 7580-2

Location: Pontiac, Michigan. Modern-equipped solvent plant, established route, 35 years same location. A factory town, good business, year around. **ADDRESS,** Box 7581, **NATIONAL CLEANER & DYER.** -2

ILLINOIS—100 miles from Chicago. **PACKAGE PLANT,** established and well equipped. Only plant in town of 5,000. Building 30 x 70' includes 4-room apartment. **ADDRESS,** Box 7563, **NATIONAL CLEANER & DYER.** -2

DRYCLEANING AND LAUNDRY PLANT IN DEEP SOUTH. Population over 750,000. 5 activated branches using 25 lb. washers. Volume exceeds $300,000 annually. $50,000 down. Balance 10 years. 21 years in business. Very profitable. **ADDRESS,** Box 7505, **NATIONAL CLEANER & DYER.** -2

Modern Drive-In Solvent Plant at Canton, Ohio. Gross over $43,000.00 per year. For sale with or without Real Estate. **ADDRESS,** Box 7399, **NATIONAL CLEANER & DYER.** -2

Small synthetic plant—upstate New York, town of 20,000, established 15 years, death of one partner forces sale. Real estate with 3 income apartments. Lease with option to buy. Good terms to responsible person. **ADDRESS,** Box 7546, **NATIONAL CLEANER & DYER.** -2

FOR SALE—SOLVENT PLANT, FOUR CALL OFFICES WITH OFF-THE-STREET PARKING AND WHOLESALE BUSINESS. VOLUME $140,000 PER YEAR. LOCATED IN A RAPIDLY GROWING AREA NEAR LOS ANGELES. ADDRESS, Box 7599, **NATIONAL CLEANER & DYER.** -2

For sale: **BUFFALO, N. Y. ONE-HOUR** drycleaning plant, all cash-and-carry, Cissell puff irons, Glover press board, Hoffman press machine, latest type Adjusta-Form, Cissell spotting board, Prosperity 28 lb. cleaning machine, Columbia 15 H.P. boiler, U. S. Hoffman vacuum system, Kellogg air compressor. Good location. Asking price $25,500. **ADDRESS,** Box 7600, **NATIONAL CLEANER & DYER.** -2

WASHINGTON, D. C. 1955 volume was $101,650.25 net. Profit was $21,807.21. $34,000 counter, balance 3 trucks. Prosperity cleaning equipment. Business and equipment $59,000. $15,000 down. **ADDRESS,** Box 7601, **NATIONAL CLEANER & DYER.** -2

For sale: Daytona Beach, Florida. Best-located drive-in cleaners on the east coast of Florida. Solvent plant using Sanitone. Netting over $20,000 year. Price for business $65,000 with $35,000 down. Real estate can be bought or leased. Write Lund Realty, 725 N. Atlantic Ave., Daytona Beach, Fla. 7602-2

For sale: Drycleaning plant, fully equipped. Only plant in town within 20 miles. $12,000 per week. Can be increased. Poor health reason for selling. **ADDRESS,** Box 7603, **NATIONAL CLEANER & DYER.** -2

Complete modern synthetic cleaning plant in central Pennsylvania, 1½ years old, $25,000 year gross and increasing. Excellent buy. Real estate included. Owner must move to different climate. **ADDRESS,** Box 7523, **NATIONAL CLEANER & DYER.** -2

For sale: $15,000 plant. Doing $30,000 yearly. 3 Furnished apartments about pays all rent. Want to retire. Total price $9,750. Terms. Triple A Cleaners, Clifton, Arizona. 7629-2

Small petroleum solvent plant in good trading area. Large potential if larger operation desired. Same owner 35 years. Best reputation in district. In southern Arizona. **ADDRESS,** Box 7534, **NATIONAL CLEANER & DYER.** -2

CENTRAL UPPER MICHIGAN—prosperous city with immediate growth assured. Well-established cash-and-carry cleaning business and building with apartment. 140F and synthetic, considerable new equipment. Recent layout will handle $100,000 nicely. Last 3 years weekly average approaching $1,000. $1.50-$1.65 prices. Abundant labor supply. No cut rates around. 27% D.L. costs. Doing very well now and considerably more volume readily available. Good live business with excellent possibilities. Owner retiring from business. Sacrifice for cash from investment—$35,000—⅓ to ½ down payment needed—bank cooperative. **ADDRESS,** Box 7504, **NATIONAL CLEANER & DYER.** -2

Modern, fully equipped, **STODDARD SOLVENT PLANT** in beautiful Wisconsin city. **$150,000 YEARLY.** Established routes and cash-and-carry stores. City is county seat. College town with U. S. airfield nearby. Excellent lease. Personnel experts with considerable longevity. Excellent father-son or husband-wife deal. In business, same location, for 25 years. Write us about **PRICE** and **TERMS. THE PAUL E. STARK CO.,** 1 West Main St., Madison, Wisconsin. 7508-2

OREGON'S LEADING CASH-AND-CARRY DRIVE-IN CLEANING PLANT, ULTRAMODERN BUILDING, SPECIALLY DESIGNED FOR DRYCLEANING BUSINESS, EXCELLENT BALANCED SOLVENT EQUIPMENT. SANITONE FRANCHISE. THE NORTHWEST'S FINEST AND MOST MODERN FUR STORAGE VAULT. PRICE $45,000. ABOUT ⅓ DOWN. OWNER WISHES TO RETIRE. ADDRESS, Box 7509, **NATIONAL CLEANER & DYER.** -2

Complete, modern synthetic plant in one of Oklahoma's fastest growing cities. All equipment new. Choice drive-in location. Grossed $25,000 in 1955. This plant growing. Sale by owner who has other business interests. One of Oklahoma's top-quality, well-located plants. **ADDRESS,** Box 7582, **NATIONAL CLEANER & DYER.** -2

For sale: Well-established, modern, fully equipped petroleum plant. $1,000 weekly gross. **ADDRESS,** Box 7448, **NATIONAL CLEANER & DYER.** -2

Drycleaning, complete plant equipment, Dodge truck, 1955 sales $20,000, rent $90, lease, residential section, eastern city, priced to sell. Apple Co., Brokers, Cleveland 15, Ohio. 7614-2

Compact, downtown, quick-service, synthetic plant. Established 36 years. 1955 volume $20,500. Northern Illinois city over 100,000 population. Wonderful opportunity for man and wife to net $8-10,000 yearly. Price to responsible parties—under $15,000. **ADDRESS,** Box 7615, **NATIONAL CLEANER & DYER.** -2

Established drycleaning plant in rapidly growing **ROCKLAND COUNTY.** Price $50,000. Includes real estate. 30 miles from New York City. **ADDRESS,** Box 7616, **NATIONAL CLEANER & DYER.** -2

For sale: Drive-in drycleaning plant. In the heart of the beautiful Colorado Rockies. Town 12,000, very fast growing area. We have the best location and best reputation in town. Small down payment. Owner wishes to retire. For information write: 1516 Main Ave., Durango, Colorado. 7617-2

CLEANING STORE AND ROUTE—Western Pennsylvania. Ideal location. $30,000 yearly gross. Truck, presses, finishing equipment, fixtures, also property. Send cleaning out. Large potential if desired. **ADDRESS,** Box 7630, **NATIONAL CLEANER & DYER.** -2

CLEANING PLANTS WANTED

CLEANING STORE WANTED—New York City, Westchester, Nassau or New Jersey area. Doing over $800 weekly, all counter business, cleaning unit. Up to $25,000 cash available for good proposition. **ADDRESS,** Box 7598, **NATIONAL CLEANER & DYER.** -1

SITUATIONS WANTED

MANAGER-SUPERINTENDENT—NID graduate, general and management courses. Sober, aggressive, competent all departments, all garments including suede gloves, hats, wedding formals. Presently employed 7 years same firm. Minimum salary $125 weekly. Desire ethical, quality-minded Rotarian owner in South or Southwest. **ADDRESS,** Box 7584, **NATIONAL CLEANER & DYER.** -5

Position wanted as manager of a fur storage and fur service department. Have the best of knowledge and experience in all phases in furs. Can locate any place and have good references. **ADDRESS,** Box 7585, **NATIONAL CLEANER & DYER.** -5

Man, 28 years old, married, 5 children, graduate of NID General and Management courses. 10 years experience in all departments. Able to train new employees. Manager of plant doing $100,000 year volume for past 5 years. Best of references, furnish on request. **ADDRESS,** Box 7606, **NATIONAL CLEANER & DYER.** -5

Production manager, capable of assuming complete charge of large operation, able to train help in all departments, familiar with latest methods and incentives, have had an average of 24.3 direct labor cost for the past 3 years. **ADDRESS,** Box 7607, **NATIONAL CLEANER & DYER.** -5

Wish to act as manufacturer's representative in Fort Worth area. Bank and character references on request. Sales and cleaning experience. **ADDRESS,** Box 7569, **NATIONAL CLEANER & DYER.** -5

SUPERVISOR, 30 years experience, second generation in industry, includes diversified production skills, training, management, laundering. Institute 1928, married, age 46. Frank Hart, 5 Wall St., Long Branch, N. J. 7554-5

Silk spotter wants position spotting silks. Sober, reliable and experienced. Can furnish references. **ADDRESS,** Box 7634, **NATIONAL CLEANER & DYER.** -5

Silk wool spotter, drycleaner. A-1 all around man. Can give you quality and production. Age 46, 24 years of experience. Desires steady position. Good references. **ADDRESS,** Box 7625, **NATIONAL CLEANER & DYER.** -5

MATURE, AGGRESSIVE, NON-DRINKING FAMILY MAN, age 47, 22 years practical, result-getting experience, all phases drycleaning and laundry field. Outstanding administrative, organization abilities. Interested in connection offering substantial earning possibilities. Foreign or States. Terminating present foreign assignment May 1, 1956. Address: Clarke Runner, c/o Emerald Beach Hotel, Nassau, Bahamas. Use 10¢ air mail stamp. 7626-5

Manager position wanted with privilege of buying later. Highly technical, sober, family man, also graduate University of Tennessee in merchandising. Am experienced in management. **ADDRESS,** Box 7555, **NATIONAL CLEANER & DYER.** -5

Present position a disappointment. Want opportunity to exercise capacity of administration, production and sales promotion capabilities to full advantage. My 28 years experience (manager, owner, accountant, analyst, etc.) could have special value where the problem of shrinking profits exist. **ADDRESS,** Box 7571, **NATIONAL CLEANER & DYER.** -5

HELP WANTED

WORKING FOREMAN MANAGER—for modern petroleum plant in central Illinois. Must have ability to organize, train and supervise help. Only quality-minded individual need apply. Write stating all qualifications and salary expected. **ADDRESS,** Box 7573, **NATIONAL CLEANER & DYER.** -7

SPOTTER for small petroleum plant. Quality essential. Good job for sober, all-around man, capable of assuming responsibility when owner is absent. Send photo, qualifications, and salary expected. San Francisco Bay area. **ADDRESS,** Box 7574, **NATIONAL CLEANER & DYER.** -7

DRYCLEANING MANAGER—LIVE WIRE TO RUN THE MOST MODERN DRYCLEANING PLANT IN SPRINGFIELD, MASS. A WONDERFUL PROPOSITION FOR THE RIGHT MAN. ADDRESS, Box 7609, NATIONAL CLEANER & DYER. -7

WANTED—SALES MANAGER. Here's a chance to grow with one of the drycleaning industry's largest (42 stores in Vancouver), most progressive firms, in a job that is available as soon as the man for the job is. Retail promotion, sales administration experience desirable. State qualifications. Top salary for the right man. Write L. Zacks, Spotless Stores, 2085 Main, Vancouver, B. C. 7610-7

HELP WANTED (Cont'd)

Spotter—manager for synthetic plant located in Trenton, N. J. Man experienced with personnel. Give all details in letter. **ADDRESS,** Box 7611, **NATIONAL CLEANER & DYER.** -7

WORKING MANAGER. Retail synthetic cleaning plant. Doing $50,000 yearly. Must be able to do spotting, finishing, with chance to buy in later if owner finds right man. Metropolitan area. State all particulars, salary wanted. **ADDRESS,** Box 7612, **NATIONAL CLEANER & DYER.** -7

SPOTTER for small synthetic plant. Quality essential. Good job for sober, all around man, capable of assuming responsibility. Detroit, Michigan. Send qualifications and salary expected. **ADDRESS,** Box 7627, **NATIONAL CLEANER & DYER.** -7

Production supervisor, must have complete knowledge of drycleaning. Large, well-established firm. 30 employees. Must have good references. Write stating experience, age and salary expected. Cox Dry Cleaners. 81 Queen St., Charleston, S. C. 7608-7

DRYCLEANING SUPERINTENDENT. Opportunity for right man in quality plant with 30 employees. Must be able to train help and understand production methods. Complete details of experience and references required. Replies confidential. Write Frank Patton, San Antonio Laundry & Cleaners, 226 E. Market St., San Antonio, Texas. 7635-7

WORKING MANAGER small quality plant in upper New York State, newly equipped Detrex unit. Knowledge all operation phases including equipment upkeep. Present $40,000 volume can be doubled. Drawing and percentage. **ADDRESS,** Box 7636, **NATIONAL CLEANER & DYER.** -7

Wanted: experienced combination spotter and superintendent for retail cleaning establishment, salary $100 a week to start. **ADDRESS,** Box 7637, **NATIONAL CLEANER & DYER.** -7

"EMPLOYED DRYCLEANING PLANT WORKER WANTED TO SELL FABULOUS NEW DRYCLEANING CHARGED SOAP TO PLANTS IN YOUR COMMUNITY. NO EXPERIENCE NECESSARY. CAN START PART-TIME IF YOU WISH. FOR $100 MINIMUM YOU CAN BE IN BUSINESS FOR YOURSELF. A NEW GOOD PAYING CAREER CAN BE YOURS. WRITE TODAY FOR DETAILS. ADDRESS, Box 7598, **NATIONAL CLEANER & DYER.** -7

SALESMEN-DISTRIBUTORS WANTED

Salesman with a large following among cleaners and laundries to sell fur cleaning and storage chemicals. Unusual opportunity with well-known firm. No technical background necessary. Bernard Sirotta Company, 620 Smith St., Brooklyn 31, N. Y. 3371-14

Salesmen wanted for New York's leading household drycleaning company specializing in drapery cleaning, rug cleaning, carpet shampooing on premises, and flame proofing. Quality House Furniture Cleaners, Inc. 312 E. 102nd St., New York 29, N. Y. 7430-14

MANUFACTURERS' AGENTS WANTED COVERING DRY CLEANERS' SUPPLY HOUSES for extending distribution of spot cleaner developed by druggist combining digestive enzymes with chemical solvents for cleaning excretory and organic spots and stains. Proven by 5 years use by professional cleaners. Amazingly effective, no competition. Good rate of commission. Write giving full information on lines handled, contacts and territory covered. **ADDRESS,** Box 7613, **NATIONAL CLEANER & DYER.** -14

Distributor-salesman to sell drycleaning charge soap in New York and vicinity. Liberal discounts and terms. Should know the trade and must know drycleaning. For appointment in New York write giving full resume of experience to Kenco Chemical Co., P. O. Box 912, Schenectady, N. Y. 7576-14

Salesmen wanted for highest quality household drycleaning plant, specializing in cleaning of draperies, curtains and rugs. Carpets and furniture shampooed on premises. Ida Goldblatt Sons, Inc., 142 E. 57th St., N. Y., N. Y. 7600-14

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WANTED: USED HOFFMAN UTILITY PRESSES, any model, any amount. Address: "M.A.T.S.A." Dr. Pasteur 113, **MEXICO 7, D. F., MEXICO.** 5703-3

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BOILER: 72 H.P. complete with **IRON FIREMAN STOKER.** Schaub return, fully automatic, all for $500. Can be seen in operation. Franklin Cleaner & Dyers, 1332 Sheffield Road, Aliquippa, Pa. 7386-36

MACHINERY FOR SALE

42 x 64" Zephyr motor driven washer; 5 H.P. boiler; 5,000 gal. Butler filter; 200 GPH Butler still; 4 tumblers 36 x 30"; 2 girl Pantex shirt unit; 25 H.P. Sellers boiler, gas fired; 5,000 gal. Olson tubular filter; 2 American Buckeye 36 x 54" DC washers; 42" extractor motor driven; complete 140 F Hoffman cleaning unit. Reasonably priced. Write: Benson, Inc., 1033 Main St., Wheeling, W. Va. 7631-4

Complete petroleum drycleaning equipment 30 x 48" all metal washer; 2,000 gal. filter; 2—175 solvent tanks; 50 GPH still; 26" extractor; 30 x 36" tumbler; 3 utility presses, all Pantex; 2 spotting boards; steam iron; 4 puff irons, 25 H.P. Columbia boiler; used 10 months, can be seen in operation. Cromor Cleaners, 25 Prospect St., Port Jervis, N. Y. 7632-4

DETREX AMBASSADOR COMBINATION SYNTHETIC UNIT, 2 SYNTHO-SAVERS, 2 PRESSURE FILTERS, 4% CHARGE, 1 YEAR OLD. WRITE ENGLEWOOD DRY CLEANERS, 536 ENGLEWOOD AVE., BUFFALO, N. Y. 7633-4

125 GPH Butler still with motor driven pump, 4 years old. Good condition, $695. Butler Mfg. Co., 13th & Eastern Ave., Kansas City, Mo. 7622-4

For sale: A National Monorail wet assembly circuit consisting of 66' floor mounted rail; 50' trolley and 50' trolley brackets. Could easily be converted into a drycleaning call-office conveyor. Empire Launderers & Cleaners, 190 W. Empire, Benton Harbor, Mich. 7623-4

Prosperity 7A synthetic unit, open pocket, 2 years use, 2M filter, subfilter, steam sweep large still, new over $10,000, our price reconditioned @ $5,700. Lewis National Corp., 1 Mt. Vernon St., Dorchester, Mass. 7624-4

48" Amico extractor, 125 gal. Butler vacuum still, 1300 gal. Butler filter (Monel screens). Reasonable price. M. Kaufman, 331 Luzerne St., Johnstown, Pa. 7618-4

30" Butler motor driven extractor. $745 FOB Washington, D. C. Butler Mfg. Co., Suite 602, 103 Park Ave., New York, N. Y. 7619-4

LIQUIDATION SALE OF ENTIRE DRYCLEANING PLANT, ALL MACHINERY A1 CONDITION; 54 x 70" HOFFMAN BALLOON DRYCLEANING WASHERS; 48" and 60" AMICO OPEN-TOP EXTRACTORS; 5000 and 8000 GALLON FILTERS, MOTOR-DRIVEN PUMPS, TRAPS, ETC. ALSO SMALLER WASHERS, EXTRACTORS AND FILTERS AVAILABLE. VERY REASONABLY PRICED. WRITE, WIRE OR 'PHONE FOR FULL DETAILS. WILLIAMS LAUNDRY MACHINERY CO., INC., 37-37 9th STREET, LONG ISLAND CITY 1, NEW YORK. STILLWELL 6-6666. 5378-4

ADJUSTA-FORMS, CERTIFIED REBUILT. PRICED SURPRISINGLY LOW. WRITE FOR DETAILS. SAXE-FREEMAN COMPANY, OMAHA, NEBRASKA. 7332-4

Rebuilt 5,000 Butler scraper filter, motor driven pump. $2,195 FOB Atlanta. Butler Mfg. Co., 1858 Cheshire Bridge Road, N. E., Atlanta, Ga. 7620-4

2-girl shirt unit, Unipress. Practically new, reasonably priced. Economy Cleaners, 900 N. Union St., Wilmington, Delaware. Phone 5-5551. 7604-4

Drycleaning equipment, complete plant. Everything you need to start a business. Ready for fast sale. Make me an offer. Some new and old. All in #1 condition and guaranteed. Cook Cleaners, Baldwin, Kansas. Phone 23. 7605-4

Rebuilt 125 GPH Butler still, less pump. $1,180 FOB Kansas City. Butler Mfg. Co., 13th & Eastern, Kansas City, Mo. 7621-4

EXTRACTOR 28" drycleaning, American solid-curb, perfect condition, see it running. New X-proof 3 H.P., 3 phase, 220-440 volt, motor. Easily converted to 2-phase. Must sell. First $325 takes it. A. B. Cleaners, 700 Long Lane, Upper Darby, Pa. MA6-4057. 7595-4

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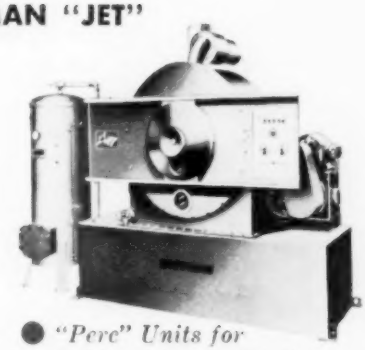

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